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UNITED STATES DEPARTMENT OF AGRICULTURE
AGRICULTURAL MARKETING SERVICE

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MEAT CUTTING AND PRICING METHODS

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THE PROBLEM OF MEAT CUTTING AND PRICING

The retail meat business differs from other lines of retailing in that much of the goods handled must be divided by the retailer into smaller units before being sold to consumers, and the different units thus obtained are sold at widely different prices because of differences in the demand for them. In other words, the various retail cuts obtained from the side of a beef carcass do not sell at the same price per pound because of differences in the relative demand for various cuts, due to differences in quality or suitability for consumers' use. Porterhouse steak, for instance, usually sells for a higher price per pound than round steak or chuck roast. Not only does the demand of consumers for the various cuts differ as between cuts but the relationship of the demand for some cuts to that for other cuts usually changes seasonally. The demand for meats suitable for broiling, for instance, is usually greater in relation to that for roasts during hot weather than it is during cold weather.

The nature of the commodities handled, therefore, together with the variations in the demand for them makes the retail meat dealer's problem of pricing his products more difficult than that of dealers in other commodities. His prices necessarily cannot be maintained far out of line with those of his competitors for products of similar grade and they must be high enough to return a gross margin sufficient to cover all costs, including overhead and operating expenses. To obtain a given gross margin, he must know how to price the individual cuts so as to insure the proper relationship between all prices and yet maintain his competitive position.

A number of cutting tests have been conducted to determine the approximate yields of the various retail cuts obtained from beef, veal and lamb carcasses, and of the wholesale cuts from a hog carcass. Numerous price studies to ascertain the usual relationships between the prices of the different cuts from a carcass have also been made. Using the information thus obtained, tables have been prepared showing how wholesale and retail prices for the different cuts of fresh beef, lamb, veal and pork can be readily determined so as to realize a given gross percentage margin on the basis of either costs or sales. These tables, with instructions as to their use, are presented herein for the convenience of meat retailers and students of meat marketing.

Gross margins are generally determined and expressed in terms of a percentage of sales receipts or of cost price, and also in terms of actual mark-up in cents per pound. The table appearing on the last page of this booklet shows the percentage gross margin computed on the selling price which would be equivalent to a given margin computed on cost price, and vice versa. For example, a margin of 30 percent on cost is equivalent to 23.08 percent of sales, whereas a margin of 30 percent on sales is equivalent to 42.86 percent on cost.

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NOTE: Steer beef carcasses now referred to as Commercial grade heretofore have been designated as Medium grade.

Approximate percentages of wholesale and trimmed retail cuts in a beef carcass
according to grade and style of cutting

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Chicago style of cutting				New York style of cutting			
Cut	Choice grade	Good grade	Medium grade	Cut	Choice grade	Good grade	Medium grade
Porterhouse steak	6.40	6.75	7.10	Porterhouse steak	6.50	6.80	7.00
Sirloin steak	7.85	8.00	8.40	Sirloin steak	6.75	7.25	7.50
Lean trimmings	.60	.75	1.25	Lean trimmings	.58	.70	1.20
Shop fat, mostly	2.65	1.50	.25	Shop fat, mostly	2.67	1.25	.30
Total loin	17.50	17.00	17.00	Total loin	16.50	16.00	16.00
Kidney	.25	.30	.40	Kidney	.25	.30	.40
Suet	3.75	3.20	2.10	Suet	3.75	3.20	2.10
Total kidney and suet	4.00	3.50	2.50	Total kidney and suet	4.00	3.50	2.50
Round steak	11.00	12.50	13.20	Top round	3.35	3.75	4.25
Heel of round	2.55	3.00	3.60	Bottom round	4.25	4.85	5.85
Boneless rump	2.80	3.00	3.40	Top sirloin	4.50	4.80	5.25
Lean trimmings	.80	.65	.50	Boneless rump	3.05	3.45	3.80
Stew meat	1.20	1.00	.60	Lean trimmings	.63	.50	.25
Waste - mostly bone	3.65	3.85	4.20	Stew meat	1.82	1.75	1.10
Total round	22.00	24.00	25.50	Waste -mostly bone	5.40	5.90	6.00
Flank steak	.68	.65	.60	Total round	23.00	25.00	26.50
Lean trimmings	.32	.35	.45	Flank steak	.68	.65	.60
Stew meat	.90	.95	1.50	Lean trimmings	.13	.15	.25
Cod and shop fat	2.60	1.55	.45	Stew meat	1.09	1.15	1.70
Total flank	4.50	3.50	3.00	Cod and shop fat	2.60	1.55	.45
Total hindquarter 1 rib	48.00	48.00	48.00	Total flank	4.50	3.50	3.00
Rib -1st 5 ribs	5.90	5.75	5.50	Total hindquarter 1 rib	48.00	48.00	48.00
Blade rib-2 ribs	3.40	3.25	3.10	Rib -1st 6 ribs	6.40	6.25	6.05
Waste-bone and fat	.70	.50	.40	Blade rib - 2 ribs	2.85	2.65	2.50
Total rib	10.00	9.50	9.00	Waste -bone and fat	.75	.60	.45
Chuck, round bone	5.00	5.10	5.25	Total rib	10.00	9.50	9.00
Chuck, rib cut	10.25	10.50	10.94	Cross rib	4.60	4.75	4.80
Lean trimmings	.95	.85	.70	Chuck steak or roast	7.10	7.95	8.10
Stew meat	6.00	6.15	6.75	Lean trimmings	1.45	1.40	1.30
Waste -mostly bone	4.80	5.90	6.36	Stew meat	5.89	6.00	7.30
Total chuck and shank	27.00	28.50	30.00	Waste -mostly bone	4.96	6.40	7.00
Plate or navel	7.00	7.00	6.90	Total chuck and shank	24.00	26.50	28.50
Brisket, bone in	5.25	5.00	4.65	Plate or navel	6.10	5.75	5.45
Lean trimmings	1.50	1.25	.85	Brisket, bone in	5.25	5.00	4.75
Shop fat	1.25	.75	.60	Corner piece	2.00	1.80	1.65
Total plate and brisket	15.00	14.00	13.00	Thick plate	1.60	1.45	1.35
Total forequarter -12 ribs	52.00	52.00	52.00	Lean trimmings	1.51	1.20	.75
Hindquarter - 1 rib				Shop fat	1.54	.80	.55
Trimmed retail cuts	31.28	33.90	36.30	Total plate and brisket	18.00	16.00	14.50
Lean trimmings	1.72	1.75	2.20	Total forequarter - 12 ribs	52.00	52.00	52.00
Stew meat and kidney	2.35	2.25	2.50	Summary of carcass yields			
Suet, cod and shop fat	9.00	6.25	2.80	Hindquarter - 1 rib			
Waste and shrinkage	3.65	3.85	4.20	Trimmed retail cuts	29.08	31.55	34.25
Total	48.00	48.00	48.00	Lean trimmings	1.34	1.35	1.70
Forequarter - 12 ribs				Stew meat and kidney	3.16	3.20	3.20
Trimmed retail cuts	36.80	36.60	36.34	Suet, cod and shop fat	9.02	6.00	2.85
Lean trimmings	2.45	2.10	1.55	Waste and shrinkage	5.40	5.90	6.00
Stew meat	6.00	6.15	6.75	Total	48.00	48.00	48.00
Shop fat	1.25	.75	.60	Forequarter - 12 ribs			
Waste and shrinkage	5.50	6.40	6.76	Trimmed retail cuts	35.90	35.60	34.65
Total	52.00	52.00	52.00	Lean trimmings	2.96	2.60	2.05
Carcass				Stew meat	5.89	6.00	7.30
Trimmed retail cuts	68.08	70.50	72.64	Shop fat	1.54	.80	.55
Lean trimmings	4.17	3.85	3.75	Waste and shrinkage	5.71	7.00	7.45
Stew meat and kidney	8.35	8.40	9.25	Total	52.00	52.00	52.00
Suet, cod and shop fat	10.25	7.00	3.40	Carcass			
Waste and shrinkage	9.15	10.25	10.96	Trimmed retail cuts	64.98	67.15	68.90
Total	100.00	100.00	100.00	Lean trimmings	4.30	3.95	3.75
				Stew meat and kidney	9.05	9.20	10.50
				Suet, cod and shop fat	10.56	6.80	3.40
				Waste and shrinkage	11.11	12.90	13.45
				Total	100.00	100.00	100.00

Approximate percentage of wholesale cuts in a beef steer carcass

New York style of cutting

Cut	: Choice : grade	: Good : grade	: Medium : grade
Round	23	25	26½
Flank	4½	3½	3
Loin - 1 rib	20½	19½	18½
Sirloin	9	8	8
Short loin	7½	8	8
Kidney and suet	4	3½	2½
Total hindquarter	<u>40</u>	<u>48</u>	<u>48</u>
Rib - 8 ribs, short cut	10	9½	9
New York, neck or chuck	15½	17½	19
Shoulder and shank	8½	9	9½
Plate	10½	9½	8½
Brisket	<u>7½</u>	<u>6½</u>	<u>6</u>
Total forequarter - 12 ribs	52	52	52

Chicago style of cutting

Round	22	24	25½
Flank	4½	3½	3
Loin - 1 rib	21½	20½	19½
Sirloin	10	9	9
Short loin	7½	8	8
Kidney and suet	4	3½	2½
Total hindquarter	<u>40</u>	<u>48</u>	<u>48</u>
Rib - 7 ribs, long cut	10	9½	9
Square chuck	23	24	25
Shank	4	4½	5
Plate or navel	8½	8	7½
Brisket	<u>6½</u>	<u>6</u>	<u>5½</u>
Total forequarter - 12 ribs	52	52	52

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Approximate percentage yields of wholesale and retail 1/
cuts in a lamb carcass

Name of cut	Choice grade	Good grade	Medium grade
Leg - long cut	32.75	33.75	34.50
Loin chops trimmed	11.50	11.25	10.50
Flank	2.00	1.50	1.25
Kidney and suet	<u>3.75</u>	<u>3.50</u>	<u>2.75</u>
Total loin with K & S	17.25	16.25	14.50
Hindsaddle - 1 rib	<u>50.00</u>	<u>50.00</u>	<u>49.00</u>
Hotel rack - 8 ribs	12.25	11.25	10.25
Breast from rack	<u>6.25</u>	<u>5.25</u>	<u>4.25</u>
Total bracelet	18.50	16.50	14.50
Square chuck - neck on	23.75	25.25	27.25
Brisket	4.25	4.00	3.50
Shank	<u>3.50</u>	<u>4.25</u>	<u>5.75</u>
Total short forequarter *	31.50	33.50	36.50
Foresaddle - 12 ribs	<u>50.00</u>	<u>50.00</u>	<u>51.00</u>
<u>Other combinations</u>			
Back -loin and bracelet	35.75	32.75	29.00
Leg -long cut	32.75	33.75	34.50
Short forequarter *	31.50	33.50	36.50
Leg -long cut	32.75	33.75	34.50
Loin and rib chops trimmed	23.75	22.50	20.75
Square chuck - neck off	19.50	20.50	21.75
Neck	4.25	4.75	5.50
Shank	3.50	4.25	5.75
Breast from chuck	4.25	4.00	3.50
Breast from rack	6.25	5.25	4.25
Flank	<u>2.00</u>	<u>1.50</u>	<u>1.25</u>
Total stew	20.25	19.75	20.25
Kidney and suet	<u>3.75</u>	<u>3.50</u>	<u>2.75</u>
Total	<u>100.00</u>	<u>100.00</u>	<u>100.00</u>

1/ Trimmed retail cuts.
* Short forequarter or full chuck.

Approximate percentage yield of wholesale and retail cuts of veal in a carcass

U. S. Good Grade veal carcass - skin off

Name of cut	% of carcass	% of hindquarter 1 rib	% of forequarter 12 rib
Cutlet	14.00	28.57	
Rump*	14.50	29.59	
Boneless shank meat	4.00	8.16	
Shank bone	<u>6.00</u>	<u>12.25</u>	
Shank	10.00	20.41	
Shrinkage and waste	.50	1.02	
Leg with rump	<u>39.00</u>	<u>79.59</u>	
Loin chops - 1 rib	7.50	15.31	
Suet	1.25	2.55	
Kidney	.50	1.02	
Flank	<u>.75</u>	<u>1.53</u>	
Total loin with K & S and flank	<u>10.00</u>	<u>20.41</u>	
Total hindquarter - 1 rib	<u>49.00</u>	<u>100.00</u>	
Rib chop - 8 ribs	7.50		14.71
Breast	11.75		23.04
Shoulder - 4 ribs	21.25		41.67
Neck	5.00		9.80
Boneless shank meat	2.00		3.92
Shank bone	<u>2.50</u>		<u>4.90</u>
Shank	4.50		8.82
Shrinkage and waste	1.00		1.96
Total chuck-forequarter less rack	<u>43.50</u>		<u>85.29</u>
Total forequarter - 12 ribs	<u>51.00</u>		<u>100.00</u>

When shoulder blade and shank are lifted the following percentages are applied

Rib - 8 ribs	7.50	14.71
Breast	11.75	23.04
Shoulder blade and shank	18.75	36.76
Under cut shoulder - 4 ribs	7.00	13.73
Neck	5.00	9.80
Shrinkage and waste	1.00	1.96
Total chuck-forequarter less rack	<u>43.50</u>	<u>85.29</u>
Total forequarter - 12 ribs	<u>51.00</u>	<u>100.00</u>

* Rump and loin separated at hip bone.

Approximate percentages of carcass ^{1/} wholesale cuts and products in
100 pounds of live hog

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Item	Live weight range in pounds					
	180 - 250			250 - 290 2/		
	Carcass 1/ weight range in pounds					
	128-180	124-178	122-173	121-170	188-212	175-203
	Choice	Choice			Choice 3/	
	Lard	Meat	Good	Medium	Lard	Good
	type	type			type	
Belly - sweet pickle	11.20	10.65	9.35	9.30	--	--
Belly - dry salt	--	--	--	--	18.20	14.80
Loins	8.90	9.95	10.25	10.50	8.45	9.00
Hams	13.30	13.80	14.25	14.25	13.40	13.90
New York shoulder	10.75	11.25	11.80	11.90	9.75	11.65
1 1/2 rib						
Jowl	1.85	1.50	1.50	1.20	2.00	1.80
Spare ribs	1.55	1.70	1.90	2.05	1.35	1.65
Neckbones	.85	1.00	1.10	1.25	.65	.90
Feet	1.85	2.00	2.35	2.35	1.45	2.10
Tail	.20	.20	.25	.25	.10	.15
Lean trimmings	2.50	3.00	3.00	3.10	1.95	1.50
Fat trimmings	7.35	6.30	5.75	5.40	5.80	4.75
Rough fat backs 4/	9.75	7.50	6.10	4.85	8.65	6.45
Cutting shrinkage	1.25	1.15	1.00	1.00	1.25	1.35
Total carcass 1/	71.30	70.00	68.60	67.40	73.00	70.00
Liver	1.40	1.40	1.50	1.55	1.40	1.45
Heart	.25	.25	.25	.30	.35	.35
Kidney	.20	.20	.25	.25	.20	.30
Head	4.60	4.65	4.85	5.20	4.05	5.65
Leaf fat	2.15	2.05	1.50	1.60	2.40	2.40
Scrap leaf fat	.15	.15	.10	.10	.20	.30
Caul fat	.50	.55	.40	.50	.35	.35
Ham facing	.30	.35	.40	.45	.55	.25
Killing shrinkage and other products	19.15	20.40	22.15	22.65	17.50	18.95
Total live hog	100.00	100.00	100.00	100.00	100.00	100.00
Lard yield 5/	15.50	12.75	10.25	9.20	14.00	10.75

- ^{1/} Leaf fat, ham facings, kidney and head removed.
- ^{2/} Carcass cut so as to produce dry salt bellies.
- ^{3/} Extra fat hogs.
- ^{4/} Commercial fat backs should weigh 6 pounds or over after trimming, otherwise they are used as lard. Trimmings amount to about 2 pounds on lightweight fat backs and 3 pounds on heavier ones.
- ^{5/} Lard yield - Choice grade - leaf fat 94%; fat backs 80%; caul 65%; trimmings 70%; ham facing 75%; Good and Medium grade leaf fat 90%; fat backs 75%; caul 60%; trimmings 65%; ham facings 70%.

Range of back fat thickness and approximate percentages
of wholesale cuts in a pork carcass 1/

Item	Live weight range in pounds					
	180 - 250			250 - 290 <u>2/</u>		
	Carcass weight range in pounds					
	128-180	124-178	122-173	121-170	188-212	175-203
	Choice	Choice			Choice <u>3/</u>	
	Lard	Meat	Good	Medium	Lard	Good
	type	type			type	
Range of back fat thickness in inches <u>4/</u>	$1\frac{1}{2} - 2$	$1 - 1\frac{1}{2}$	$\frac{3}{4} - 1\frac{1}{2}$	$\frac{1}{2} - 1$	$1\frac{1}{2} - 2\frac{1}{2}$	$1\frac{1}{2} - 1\frac{1}{2}$
Belly - sweet pickle	15.70	15.20	13.65	13.80	--	--
Belly - dry salt	--	--	--	--	24.95	21.15
Loins	12.50	14.20	14.95	15.60	11.55	12.85
Hams	18.65	19.70	20.75	21.15	18.35	19.85
Shoulders <u>5/</u>	15.10	16.10	17.20	17.65	15.35	16.60
Jowl	2.60	2.15	2.20	1.80	2.75	2.60
Spare ribs	2.20	2.45	2.75	3.00	1.90	2.40
Neckbones	1.20	1.40	1.60	1.85	.85	1.30
Feet	2.60	2.85	3.45	3.50	2.00	2.95
Tail	.30	.30	.35	.35	.15	.20
Lean trimmings	3.50	4.35	4.35	4.60	2.70	2.15
Fat trimmings	10.30	9.00	8.40	8.00	7.95	6.80
Rough fat backs <u>6/</u>	13.65	10.70	8.90	7.20	11.80	9.20
Cutting shrinkage	1.70	1.60	1.45	1.50	1.70	1.95
Total	100.00	100.00	100.00	100.00	100.00	100.00

- 1/ Leaf fat, ham facings, kidney and head removed.
2/ Carcasses cut so as to produce dry salt bellies.
3/ Extra fat carcasses.
4/ Thickness of fat measured over first vertebrae back of last rib.
5/ New York style skinned shoulder $1\frac{1}{2}$ ribs.
6/ Commercial fat backs should weigh 6 pounds or over after trimming, otherwise they are used for lard. The trimmings amount to about 2 pounds on the lightweight fat backs and about 3 pounds on heavier ones.

UNITED STATES DEPARTMENT OF AGRICULTURE

Agricultural Marketing Service

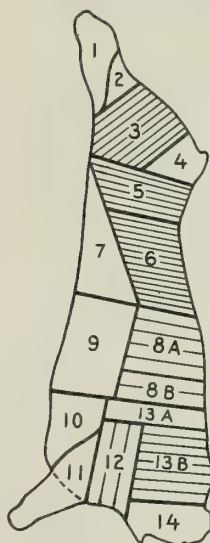
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RETAIL MEAT-CUTTING METHODS

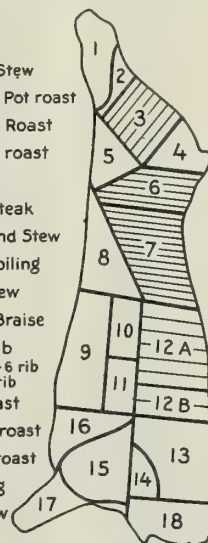
BEEF

CHICAGO METHOD



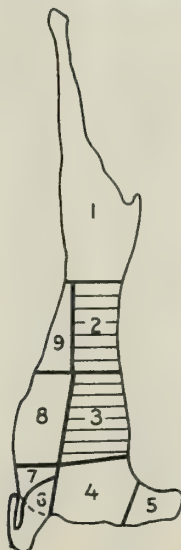
1. Shank - Stew
 2. Heel of round - Stew
 3. Full round - Steak
 4. Boneless rump - Roast
 5. Sirloin - Steak
 6. Porterhouse - Steak
 7. Flank - Steak and Stew
 8. Prime rib - 7 rib
 - A - Prime rib roast - 5 rib
 - B - Blade roast - 2 rib
 9. Navel - Stew, Boiling
 10. Brisket - Boiling
 11. Fore shank - Stew
 12. Chuck round bone - Pot roast
 13. Chuck - Straight cut
 - A - Chuck blade - Roast
 - B - Chuck - Steak
 14. Neck - Stew
- Ground meat from lean trimmings

NEW YORK METHOD



1. Shank - Stew
 2. Heel of round - Stew
 3. Round - Steaks, Pot roast
 4. Boneless rump - Roast
 5. Top sirloin - Pot roast
 6. Sirloin - Steak
 7. Porterhouse - Steak
 8. Flank - Steak and Stew
 9. Navel - Stew, Boiling
 10. Thick plate - Stew
 11. Corner piece - Braise
 12. Prime rib - 8 rib
 - A - Prime rib roast - 6 rib
 - B - Blade roast - 2 rib
 13. Chuck - Pot roast
 14. Top chuck - Pot roast
 15. Cross rib - Pot roast
 16. Brisket - Boiling
 17. Fore shank - Stew
 18. Neck - Stew
- Ground meat from lean trimmings

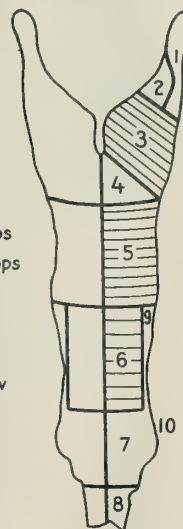
LAMB



STANDARD METHOD

1. Leg - Roast
2. Loin - 1 rib, Chops
3. Rack - 8 rib, Chops
4. Sq. chuck - Roast
5. Neck - Stew
6. Shank - Stew
7. Brisket - Stew
8. Breast - Stew
9. Flank - Stew

VEAL



1. Shank - Stew
2. Heel - Stew
3. Round - Cutlet
4. Rump - Roast
5. Loin - 1 rib, Chops
6. Rack - 8 rib, Chops
7. Chuck - Roast
8. Neck - Stew
9. Breast - Stew
10. Fore shank - Stew

STEER CARCASS - U. S. CHOICE GRADE NEW YORK STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Choice Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-

- (a) Wholesale carcass cost \$15.00 per 100 pounds.
 (b) If the desired gross margin in percent of sales is 25% then the wholesale cost of the carcass equals 75% of sales receipts.

$$100 - 25\% = 75\%$$

\$15.00 \div 75% = \$20.00, the anticipated retail sales return of all the cuts in 100 pounds of carcass.

- (c) If the desired mark-up per pound is $5\frac{1}{4}$ ¢ or \$5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: \$15.00 $+$ \$5.00 = \$20.00

3. Locate the column on the chart headed \$20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$20.00. Since the carcass cost \$15.00 per 100 pounds, then the gross margin is \$5.00 or 25% of the sales or a mark-up differential of $5\frac{1}{4}$ ¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$20.00, porterhouse steak is indicated to retail at $46\frac{1}{4}$ ¢ per pound, but if the general market is $43\frac{1}{4}$ ¢, then a reduction of $\frac{3}{4}$ ¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is $\frac{3}{4}$ ¢ in this case.

$$6.50 \times \frac{3}{4} = 19.5\%$$

Assuming that chuck steak can be increased in price the figure 19.5% is divided by 7.10 which represents the percentage of chuck steaks in the carcass.

$$19.5 \div 7.10 = 2.75\%$$

In other words, the retail price of chuck steak can be increased $2\frac{3}{4}$ ¢ per pound. By reducing the price of porterhouse steak from $46\frac{1}{4}$ ¢ to $43\frac{1}{4}$ ¢ and increasing the price of chuck steak from $20\frac{1}{4}$ ¢ to $22\frac{3}{4}$ ¢, the total sales receipts will be the same, namely, \$20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:

When porterhouse steak is sold at $46\frac{1}{4}$ ¢, sirloin at $34\frac{1}{4}$ ¢ and ground meat at $23\frac{1}{4}$ ¢, the same amount would be received if the loin containing kidney and suet was sold at $26\frac{1}{4}$ ¢ per pound, or the loin excluding kidney and suet, was sold at $32\frac{3}{4}$ ¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is $29\frac{1}{4}$ ¢, then $32\frac{3}{4}$ ¢ - $29\frac{1}{4}$ ¢ = $3\frac{3}{4}$ ¢, the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs \$15.00 per 100 pounds locate the column headed \$15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on wholesale cut prices. Example:-

Loin (less kidney and suet)	16.5 X 25 = 4.13
Round and flank	27.5 X 15 = 4.12
HB	10.0 X 20 = 2.00
Neck and shoulder	24.0 X 15 = 3.60
Plate and brisket	18.0 X 8 = 1.44
	<u>\$15.29</u>

The wholesale cost of the cuts at the above prices are equivalent to \$15.29 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$15.00 carcass, plus a \$5.00 mark-up, then the gross margin on these wholesale cut replacements would be \$20.00 - \$15.29 = \$4.71, or the gross margin on the wholesale cut basis is $29\frac{1}{4}$ ¢ less than when the straight carcass is used.

8. Assuming the carcass cost \$15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$15.00. If a \$5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$20.00. The difference between individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS - U. S. CHOICE GRADE

RETAIL MEAT PRICING CHART

NEW YORK STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Trimmed retail cuts		Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																																			
Name of cut	% of car- cass	\$ 5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Porterhouse steak	6.50	12	14	16	18	21	23	25	28	30	32	34	37	39	41	44	46	48	51	53	55	57	60	62	64	67	69	71	74	76	78	80	83	85	87	90	92
Sirloin steak	6.75	9	10	12	14	15	17	19	20	22	24	26	27	29	31	32	34	36	37	39	41	42	44	46	48	49	51	53	54	56	58	60	61	63	65	66	68
Top round steak	3.35	8	10	11	13	14	16	18	19	21	22	24	26	27	29	30	32	33	35	37	38	40	42	43	45	46	48	50	51	53	54	56	58	59	61	62	64
Bottom round steak	4.25	8	9	10	12	13	15	16	18	20	21	22	24	25	26	28	30	32	33	35	36	38	40	42	43	45	47	48	50	51	53	54	56	57	58	60	62
Flank steak	.68	6	7	8	10	11	12	13	14	16	17	18	19	20	22	23	24	25	26	28	29	30	31	32	34	35	36	37	38	40	41	42	43	44	46	47	48
Top sirloin	4.50	7	8	10	11	13	14	15	17	18	20	21	22	24	25	27	28	29	31	32	34	35	36	38	39	41	42	43	45	46	48	49	50	52	53	55	56
Boneless rump	3.05	7	8	10	11	13	14	15	17	18	20	21	22	24	25	27	28	29	31	32	34	35	36	38	39	41	42	43	45	46	48	49	50	52	53	55	56
Rib roast-lst 6 R.	6.40	8	10	11	13	14	16	18	19	21	22	24	26	27	29	30	32	34	35	37	38	40	42	43	45	46	48	50	51	53	54	56	58	59	61	62	64
Blade roast 2 ribs	2.85	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Gross rib	4.60	6	7	8	10	11	12	13	14	16	17	18	19	20	22	23	24	25	26	28	29	30	31	32	34	35	36	37	38	40	41	42	43	44	46	47	48
Chuck steak	7.10	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Corner piece	2.00	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39
Thick plate	1.60	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38
Nevel	6.10	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37
Briquet-bone in	5.25	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39
Ground meat	4.30	6	7	8	9	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	28	29	31	32	34	35	36	37	38	40	41	42	43	44	46	47
Boneless stew	8.80	5	7	8	9	10	11	12	14	15	16	17	18	20	21	22	23	24	25	26	28	29	31	32	34	35	36	37	38	40	41	42	43	44	46	47	48

78.08

Wholesale cuts

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Handquarter-1 rib	48.00°	54	64	8	9	10	11	12	13	14	16	17	18	19	20	21	22	23	25	26	27	28	29	30	31	33	34	35	36	37	39	40	42	43	44	45	
Loin with K & S	20.50	7	8	9	10	12	13	14	16	17	18	20	21	22	23	24	26	27	29	30	31	32	34	35	37	38	39	41	42	43	45	46	47	49	50	51	53
Loin -lose K & S	16.50°	8	10	11	13	14	16	18	19	21	23	24	26	28	29	31	32	34	36	37	39	40	42	44	46	47	49	51	52	54	56	57	59	60	62	64	65
Round and flank	27.50	5	5	6	8	9	10	10	12	13	14	14	15	16	17	19	20	21	23	24	25	26	28	29	30	31	32	33	34	35	36	37	38	39	40	42	43
Rib - 8 ribs	10.00	6	8	9	10	11	13	14	15	17	18	19	21	22	23	24	26	27	28	30	31	32	34	35	36	37	39	40	42	43	44	45	47	48	49	50	52
H.Y. neck and shoulder	24.00	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	38	39	41
Plate & brisket	18.00	3	4	4	5	6	6	7	8	9	9	10	11	11	12	13	14	15	16	17	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33
Forequarter-12 R.	52.00°	4	5	6	7	8	9	10	11	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Carcass per 100	100.00	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

10

STEER CARCASS - U. S. GOOD GRADE NEW YORK STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Good Grade Steer Beef, for which retail prices are to be computed.
2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-
(a) Wholesale carcass cost \$16.00 per 100 pounds.
(b) Desired gross margin in percent of sales is $33 \frac{1}{3}\%$. Therefore, the wholesale cost of the carcass equals $66 \frac{2}{3}\%$ of sales receipts.
 $100 - 33 \frac{1}{3} = 66 \frac{2}{3}$
 $\$16.00 \div 66 \frac{2}{3} = \24.00 , the anticipated retail sales return of all the cuts in 100 pounds of carcass.
(c) If the desired mark-up per pound is $8\frac{1}{2}\%$ or $\$8.00$ per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $\$16.00 + \$8.00 = \$24.00$
3. Locate the column on the chart headed \$24.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$24.00. Since the carcass cost \$16.00 per 100 pounds, then the gross margin is $\$8.00$ or $33 \frac{1}{3}\%$ of the sales or a mark-up differential of $8\frac{1}{2}\%$ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$24.00, porterhouse steak is indicated to retail at $49\frac{1}{2}\%$ per pound, but if the general market is $47\frac{1}{2}\%$, then a reduction of $2\frac{1}{2}\%$ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is $2\frac{1}{2}\%$ in this case.

Assuming that chuck steak can be increased in price the figure 13.6% is divided by the figure 7.95% which represents the percentage of chuck steak in the carcass.

$$13.6\% \div 7.95 = 1.71\%$$

In other words, the retail price of chuck steak can be increased $1 \frac{3}{4}\%$ per pound. By reducing the price of porterhouse steak from $49\frac{1}{2}\%$ to $47\frac{1}{2}\%$ and increasing the price of chuck steak from $23\frac{1}{4}\%$ to $24 \frac{3}{4}\%$, the total sales receipts will be the same, namely, \$24.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When porterhouse steak is sold at $49\frac{1}{2}\%$ and sirloin at $42\frac{1}{2}\%$ and ground meat at $25\frac{1}{2}\%$, the same amount of money would be received if the loin containing kidney and suet was sold at $33 \frac{1}{2}\%$ per pound, or excluding kidney and suet was sold at $41\frac{1}{2}\%$ per pound. If the replacement value of a trimmed loin (less kidney and suet) is $35\frac{1}{2}\%$, then $41\frac{1}{2}\% - 35\frac{1}{2}\% = 6\%$, the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs \$16.00 per 100 pounds locate the column headed \$16.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on wholesale cut prices. Example:-

Loin (less kidney and suet)	$16.0 \times 32 = 5.12$
Round and flank	$28.5 \times 17 = 4.85$
Rib	$9.5 \times 23 = 2.19$
Neck and shoulder	$26.5 \times 19 = 5.04$
Plate and brisket	$16.0 \times 8 = 1.28$
	<u>\$18.48</u>

The wholesale cost of the cuts at the above prices are equivalent to \$18.48 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$16.00 carcass, plus an $8\frac{1}{2}\%$ mark-up, then the gross margin on these wholesale cut replacements would be \$24.00 - \$18.48 = \$5.52, or the gross margin on the wholesale cut basis is $2\frac{1}{2}\%$ less than when the straight carcass is used.

8. Assuming the carcass cost \$16.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$16.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$16.00. If an $8\frac{1}{2}\%$ margin is desired, all of the cuts should be sold at the retail prices in the column headed \$24.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS - U. S. GOOD GRADE

RETAIL MEAT PRICING CHART

NEW YORK STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Trimmed retail cuts		Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																																			
Name of cut	% of carcass	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Porterhouse steak	6.80	10	12	14	16	18	21	23	25	27	29	31	33	35	37	39	41	43	45	47	49	51	53	55	57	59	61	63	65	67	69	71	73	75	77	79	82
Sirloin steak	7.25	9	10	12	14	16	17	19	21	23	25	26	28	30	32	33	35	37	38	40	42	44	46	48	50	51	53	54	56	58	60	62	63	65	67	68	70
Top round steak	3.75	8	10	12	13	14	16	18	19	21	22	24	26	27	29	30	32	34	35	37	38	40	42	44	46	48	50	51	52	54	56	58	59	61	62	64	
Bottom round	4.85	7	9	11	12	14	15	16	18	20	21	23	24	26	27	28	30	32	33	35	36	38	39	40	42	44	45	46	48	50	51	52	54	56	57	58	60
Flank steak	.85	6	7	9	10	11	12	14	15	16	18	19	20	21	22	24	25	26	28	29	30	31	32	34	35	36	38	39	40	41	42	44	45	46	48	49	50
Top sirloin	4.80	7	9	10	12	13	14	16	17	19	20	22	23	25	26	28	29	30	32	33	35	36	38	39	41	42	44	45	46	48	50	51	52	54	55	57	58
Boneless rump	3.45	7	9	10	11	13	14	15	17	19	20	22	23	25	26	28	29	30	32	33	35	36	38	39	41	42	44	45	46	48	50	51	52	54	55	57	58
Rib roast-1st 6 R.	6.25	5	6	7	8	9	10	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41
Blade roast-2 ribs	2.65	5	6	7	8	9	10	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41
Cross rib	4.75	5	6	7	8	9	10	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41
Chuck steak	7.95	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Corner piece	1.80	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Thick plate	1.45	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38
Brisket-bone in	5.75	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38
Ground meat	5.00	4	5	6	7	8	9	10	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Boneless steer	8.90	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Hindquarter- 1 R.		48.00*																																										
6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47			
Loin with K & S		19.50																																										
7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47				
Loin less K & S		16.00*																																										
8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47					
Round and flank		28.50																																										
5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47		
Rib - 8 ribs		9.50																																										
6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47			
M. Y. neck and shoulder		26.50																																										
4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	
Plate & brisket		16.00																																										
3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47
Forequarter-12 R.		52.00*																																										
4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	
Carcass per 100#		100.00																																										
\$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47		
Not included in total.																																												

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

12

STEER CARCASS - U. S. MEDIUM GRADE NEW YORK STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Medium Grade Steer Beef, for which retail prices are to be computed.
2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-
 - (a) Wholesale carcass cost \$12.00 per 100 pounds.
 - (b) If the desired gross margin in percent of sales is 25% then the wholesale cost of the carcass equals 75% of sales receipts.
 $100\% - 25\% = 75\%$
 $\$12.00 \div 75 = \16.00 , the anticipated retail sales return of all the cuts in 100 pounds of carcass.
 - (c) If the desired mark-up per pound is $\frac{1}{4}$ or $\frac{1}{2}$ per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $\$12.00 + \$4.00 = \$16.00$
3. Locate the column on the chart headed \$16.00.
4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$16.00. Since the carcass cost \$12.00 per 100 pounds then the gross margin is $\frac{1}{4}$ or 25% of the sales or a mark-up differential of $\frac{1}{4}$ per pound based on carcass weight.
5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$16.00, porterhouse steak is indicated to retail at 32¢ per pound, but if the general market is 29¢, then a reduction of $\frac{3}{4}$ ¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is $\frac{3}{4}$ ¢ in this case.

Assuming that chuck steak and blade roast can be increased in price the figure 21.0¢ is divided by 10.60 which represent the sum of the percentages of chuck steak and blade roast in the carcass.

$$21.0 \div 10.60 = 1.98\%$$

In other words, the retail price of chuck steak and blade roast can be increased 1.98% per pound. By reducing the price of porterhouse steak from 32¢ to 29¢ and increasing the price of the chuck steak and blade roast from 16¢ to 18¢, the total sales receipts will be the same, namely, \$16.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When porterhouse steak is sold at 32¢, sirloin at 26¢, and ground meat at 14¢, the same amount of money would be received if the loin containing kidney and suet was sold at 27¢ per pound, or the loin excluding kidney and suet was sold at 27 $\frac{1}{4}$ ¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 23¢, then $27\frac{1}{4} - 23 = 4\frac{1}{4}$, the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs \$12.00 per 100 pounds locate the column headed \$12.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on wholesale cut prices. Example:-

Loin (less kidney and suet)	16.0 X 20 =	\$3.20
Round and flank	29.5 X 11 =	3.25
Rib	9.0 X 13 =	1.17
Neck and shoulder	28.5 X 9 =	2.57
Plate and brisket	14.5 X 8 =	1.16
		<u>\$11.35</u>

The wholesale cost of the cuts at the above prices are equivalent to \$11.35 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$12.00 carcass, plus a $\frac{1}{4}$ ¢ mark-up, then the gross margin on these wholesale cut replacements would be \$16.00 - \$11.35 = \$4.65, or the gross margin on the wholesale cut basis is 6 $\frac{1}{2}$ % more than when the straight carcass is used.

8. Assuming the carcass cost \$12.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$12.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$12.00. If a $\frac{1}{4}$ ¢ margin is desired, all of the cuts should be sold at the retail prices in the column headed \$16.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS - U.S. MEDIUM GRADE

RETAIL MEAT PRICING CHART

NEW YORK STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Name of cut	% of carcass	Wholesale carcass cost per 100 pounds, of wholesale carcasses cost plus desired gross margin															
		5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00
Porterhouse steak	7.00	10	12	14	16	18	20	22	24	26	28	30	32	34	36	38	40
Sirloin steak	7.50	8	10	11	13	14	16	17	19	21	22	24	26	27	29	30	32
Top round steak	4.25	8	10	11	13	14	15	17	18	20	21	23	24	26	27	29	30
Bottom round	5.85	8	9	11	12	14	15	17	18	20	21	23	24	26	27	29	30
Flank steak	5.60	6	7	8	10	11	12	13	14	16	17	18	19	20	22	23	24
Top sirloin	5.25	7	8	10	11	13	14	15	17	18	20	21	22	24	25	27	28
Boneless rump	3.80	6	7	9	10	11	12	13	14	16	17	18	19	20	22	23	24
Rib roast-lot 6 R.	6.05	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Blade roast-2 ribs	4.80	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Cross rib	8.10	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Chuck steak	1.65	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Corner piece	1.35	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
Thick plate	5.45	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
Neck	4.75	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Briquet-bone in	3.75	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Ground meat	10.10	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Boneless stew	82.75	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Wholesale cuts		5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00
Hindquarter- 1 R.	48.00*	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
Loin with K & S	18.50	7	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Loin less K & S	16.00*	8	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
Round and flank	29.50	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Rib - 8 ribs	9.00	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
N. Y. neck and shoulder	28.50	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Plate & brisket	14.50	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
Forequarter-12 R.	52.00*	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Carcass per 100# 100.00	\$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

HINDQUARTER AND RIB - U. S. GOOD GRADE NEW YORK STYLE OF CUTTING

1. Determine average wholesale hindquarter and rib cost per 100 pounds of Good Grade Steer Beef, for which retail prices are to be computed.
2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a hindquarter and rib basis. Example:-
 - (a) Wholesale cost is \$18.00 per 100 pounds for hindquarter and rib.
 - (b) If the desired gross margin in percent of sales is 25% then the wholesale cost of the hindquarter and rib equals 75% of sales receipts.
 $100\% - 25\% = 75\%$
 - (c) If the anticipated retail sales return of all the cuts in 100 pounds of the hindquarter and rib.
If the desired mark-up per pound is 6¢ or \$6.00 per 100 pounds of hindquarter and rib weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: \$18.00 + \$6.00 = \$24.00
3. Locate the column on the chart headed 24.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$24.00. Since the hindquarter and rib cost \$18.00 per 100 pounds then the gross margin is \$6.00 or 25% of the sales or a mark-up differential of 6¢ per pound based on hindquarter and rib weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$24.00, porterhouse steak is indicated to retail at 42¢ per pound, but if the general market is 40¢, then a reduction of 2¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is 2¢ in this case.

Assuming that the blade roast, ground meat and stew meat can be increased in price the figure 23.66¢ is divided by 12.00 which represents the sum of the percentages of these three cuts to the hindquarter and rib.

$$23.66\% \div 12.00 = 1.97\%$$

In other words, the retail price of the three cuts can be increased 2¢. By reducing the price of porterhouse steak from 42¢ to 40¢ and increasing the price of blade roast, ground meat and stew meat from 21¢ to 23¢, the total sales receipts will be the same, namely, \$24.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When porterhouse steak is sold at 42¢, sirloin at 35¢, and ground meat at 21¢, the same amount of money would be received if the loin containing kidney and suet was sold at 28 3/4¢ per pound, or the loin excluding kidney and suet was sold at 34 3/4¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 30¢, then 34 3/4¢ - 30¢ = 4 3/4¢ the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a hindquarter and rib costs \$18.00 per 100 pounds locate the column headed \$18.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut by the actual wholesale cost of the cut. The sum of these values is the wholesale cost of hindquarter and rib based on wholesale cut prices. Example:-

Loin (less kidney and suet)	28.0 X 30 = 8.40
Round and flank	49.5 X 17 = 8.42
Rib	16.5 X 18 = 2.97
	\$19.77

The wholesale cost of the cuts at the above prices are equivalent to \$19.77 for 100 pounds of hindquarter and rib. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$18.00 hindquarter and rib, plus a \$6.00 mark-up, then the gross margin on these wholesale cut replacements would be \$24.00 - \$19.77 = \$4.23 or the gross margin on the wholesale cut basis is \$1.77 less than when the whole hindquarter and rib is used.

8. Assuming the hindquarter and rib cost \$18.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$18.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$18.00. If a \$6.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$24.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

HINDQUARTER AND RIBS - U. S. GOOD GRADE STEER
9- Ribs

RETAIL MEAT PRICING CHART

Cents per pound for trimmed retail beef cuts

NEW YORK STYLE OF CUTTING
Directions on opposite page

Trimmed retail cuts		Wholesale hindquarter and rib cost per 100 pounds, or wholesale cost plus desired gross margin																																				
Name of cut	% of cut	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00	41.00	42.00	43.00	
Porterhouse steak	11.83	14	15	17	19	21	22	24	26	28	29	31	32	34	36	38	39	42	43	44	46	48	50	51	53	55	56	58	60	62	63	65	67	68	70	72	74	
Sirloin steak	12.61	12	13	15	16	18	19	20	22	24	25	26	28	29	31	32	34	35	37	38	39	41	42	44	45	47	48	50	51	52	54	55	57	58	60	61	62	
Top round steak	6.52	11	12	13	15	16	17	19	20	21	23	24	25	27	28	29	31	32	33	35	36	37	39	40	41	43	44	45	47	48	49	51	52	53	54	56	57	
Bottom round	8.43	10	11	13	14	15	16	18	19	20	22	23	24	25	26	28	29	30	32	33	34	35	36	38	39	40	42	43	44	45	47	48	50	51	52	53	55	
Flank steak	1.13	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	
Top sirloin	8.35	10	11	12	13	14	16	17	18	19	20	22	23	24	25	27	28	29	30	31	33	34	35	36	38	39	40	41	42	44	45	46	47	48	50	51	52	
Boneless rump	6.00	10	11	12	13	14	16	17	18	19	21	22	23	24	25	27	28	29	30	31	33	34	35	36	38	39	40	41	42	44	45	46	47	48	50	51	52	
Rib roast-1st 6 Ribs	10.87	9	10	11	13	14	15	16	17	18	19	20	22	23	24	25	26	27	28	30	31	32	33	34	35	36	38	39	40	41	42	43	44	45	46	47	48	49
Blade roast 2 ribs	4.61	7	8	9	10	10	12	13	14	15	17	17	18	19	19	20	21	23	24	24	25	26	28	28	30	30	31	32	32	34	35	35	37	37	38	39	39	
Ground meat	2.35	7	8	9	10	10	11	12	13	14	15	16	17	18	19	19	20	21	22	23	24	25	26	27	28	29	30	30	31	32	33	34	35	37	37	38	39	
Stew meat	5.04	7	8	9	9	11	12	12	13	14	15	16	17	18	19	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	36	38	38		
Kidney	.52	7	8	9	9	11	12	12	13	14	15	16	17	18	19	19	20	21	22	23	24	24	25	26	27	28	29	30	31	32	32	33	34	35	36	36	38	
	78.26																																					

Wholesale cuts

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Round with top sirloin & flank	49.5	7	7 1/2	8 1/2	9 1/2	10 1/2	11 1/2	12 1/2	13	13 1/2	15	15 1/2	16 1/2	17 1/2	18 1/2	19 1/2	20 1/2	21	21 1/2	22 1/2	23 1/2	24 1/2	25 1/2	26 1/2	27 1/2	28 1/2	29	29 1/2	30 1/2	31 1/2	32 1/2	33 1/2	34 1/2	35	35 1/2	37	37 1/2
Loins with X & S	34.0	9 1/2	10 1/2	12	13	14 1/2	15 1/2	16 1/2	17 1/2	19 1/2	20	21 1/2	22 1/2	23 1/2	25	26	27 1/2	28 1/2	29 1/2	30 1/2	31 1/2	33 1/2	34 1/2	35 1/2	36 1/2	37 1/2	38 1/2	40 1/2	41 1/2	42 1/2	43 1/2	44 1/2	46 1/2	47	48 1/2	49 1/2	50 1/2
Loins less X & S	28.0*	11 1/2	13 1/2	14 1/2	15 1/2	17 1/2	18 1/2	20	21 1/2	23 1/2	24 1/2	25 1/2	27 1/2	28 1/2	30 1/2	31 1/2	33	34 1/2	36 1/2	37 1/2	38 1/2	40 1/2	41 1/2	43	44 1/2	45 1/2	47 1/2	49	50 1/2	51 1/2	53	54 1/2	56 1/2	57	58 1/2	60	61 1/2
Rib - 8 ribs	16.5	8	8 1/2	10	11 1/2	12	13	14	15	16	16 1/2	18	19 1/2	20	21	21 1/2	22 1/2	23 1/2	24 1/2	26 1/2	27	28	29	30	30 1/2	31 1/2	33 1/2	34	35	36	37	37 1/2	38 1/2	40 1/2	41 1/2	42	43 1/2
Hindquarter and rib per 100#	100.0	\$ 8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

CHUCK AND PLATE - U. S. GOOD GRADE NEW YORK STYLE OF CUTTING

1. Determine average wholesale cost per 100 pounds of the chuck and plate of a Good Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a wholesale cut basis. Example:-

(a) Wholesale chuck and plate cost is \$15.00 per 100 pounds.

(b) If the desired gross margin in percent of sales is 25% .

then the wholesale cost of the chuck and plate equals

75% of sales receipts.

$$100\% - 25 = 75\%$$

\$15.00 \div 75% = \$20.00, the anticipated retail sales return of

all the cuts in 100 pounds of the chuck and plate.

(c) If the desired mark-up per pound is 5¢ or \$5.00 per 100 pounds

of chuck and plate weight, then the sum of the wholesale cost

and the mark-up equals the expected sales return; \$15.00 \div \$5.00 = \$20.00

3. Locate the column on the chart headed \$20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$20.00. Since the chuck and plate cost \$15.00 per 100 pounds, then the gross margin is \$5.00 or 25% of the sales or a mark-up differential of 5¢ per pound based on wholesale weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$20.00, chuck steak is indicated to retail at 26¢ per pound, but if the general market is 24¢, then a reduction of 2¢ on chuck steak is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the chuck steak is multiplied by the reduction, which is 2¢ in this case.

$$18.70 \times 2\% = 37.4$$

Assuming that gross rib can be increased in price, the figure 37.4¢ is divided by 5.00 which represents the percentage of gross rib to the chuck and plate.

$$37.4 \div 5.00 = 4.68\%$$

In other words, the retail price of gross rib can be increased 4 3/4¢ per pound. By reducing the price of chuck steak from 26¢ to 24¢ and increasing the price of gross rib from 33¢ to 37 3/4¢, the total sales receipts will be the same, namely, \$20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When trimmed brisket is sold at 20¢ and ground meat at 29¢, the same amount of money would be received if the brisket (untrimmed) was sold at 19¢ per pound. If the replacement value of an untrimmed brisket is 15¢, then 19¢ - 15¢ = 4¢, the gross margin per pound derived from the replacement brisket. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a chuck and plate costs \$15.00 per 100 pounds locate the column headed \$15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut by the actual wholesale cost of the cut. The sum of these values is the wholesale cost of chuck and plate based on wholesale cut prices. Example:-

Shoulder	21.18 X 16 = 3.39
H. Y. Neck	41.17 X 18 = 7.41
Plate	22.36 X 12 = 2.68
Brisket	15.29 X 14 = 2.14
	<u>\$15.62</u>

The wholesale cost of the cuts at the above prices are equivalent to \$15.62 for 100 pounds of chuck and plate. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$15.00 chuck and plate, plus a \$5.00 mark-up, then the gross margin on these wholesale cut replacements would be \$20.00 - \$15.62 = \$4.38, or the gross margin on the wholesale cut basis is \$0.62 less than when the chuck and plate is used.

8. Assuming the chuck and plate cost \$15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$15.00. If a \$5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

CHUCK AND PLATE 1/-U.S. GOOD GRADE STEER

RETAIL MEAT PRICING CHART

NEW YORK STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Trimmed retail cuts		Wholesale chuck and plate cost per 100 pounds, or wholesale cost plus desired gross margin																																																																												
Name of cut	% of cut	4.50	5.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00																																									
Gross rib	8.00	8	10	11	13	15	17	18	20	21	23	25	26	28	30	31	33	34	36	38	40	41	42	44	46	47	49	51	52	53	55	57	59	61	62	64	66																																									
Top chuck	3.18	8	10	11	13	15	17	18	20	21	23	25	26	28	30	31	33	34	36	38	40	41	42	44	46	47	49	51	52	53	55	57	59	61	62	64	66																																									
Chuck steak	16.70	6	8	9	10	12	13	14	16	17	18	20	21	22	24	25	26	27	29	30	31	32	34	35	36	38	39	40	42	43	44	46	47	48	49	51	52																																									
Corner piece	4.24	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	38	40	41	42	43	44																																									
Thick plate	3.41	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70									
Wavel	11.53	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70										
Brisket-bone in	11.76	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70												
Ground meat	6.12	8	11	12	14	16	17	18	19	20	21	23	24	26	27	29	30	31	33	34	36	37	39	40	41	43	45	46	47	49	50	52	54	55	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
Stew meat	14.12	8	9	10	12	13	15	17	18	20	21	22	24	26	27	28	30	32	33	35	36	38	39	40	42	43	44	46	47	50	51	52	54	55	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100

83.06

Wholesale cuts

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Shoulder	21.18	54	64	68	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	
New York neck	42.17	54	7	8	9	10	11	12	13	15	16	17	18	19	20	21	23	24	25	26	27	28	29	30	31	33	34	35	36	37	38	40	41	42	43	44	45	
Plate	22.36	4	4	5	6	7	8	9	10	11	12	13	14	15	16	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38
Brisket	15.29	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	
Thuck & brisket	37.65*	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Plate	100.00	\$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	

* Not included in total.

1/ Chuck and plate includes New York neck, shoulder, plate, and brisket.

STEER CARCASS - U. S. CHOICE GRADE CHICAGO STYLE OF CUTTING

1. Determine the average wholesale carcass cost per 100 pounds of Choice Grade Steer Beef, for which retail prices are to be computed.

2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-

- (a) Wholesale carcass cost \$15.00 per 100 pounds.
 (b) If the desired gross margin in percent of sales is 25%, then the wholesale cost of the carcass equals 75% of sales receipts.

$$100\% - 25 = 75\% \\ \$15.00 \div 75 = \$20.00, \text{ the anticipated retail sales return of all the cuts in 100 pounds of carcass.}$$

- (c) If the desired mark-up per pound is $5\frac{1}{4}$ ¢ or \$5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: \$15.00 + \$5.00 = \$20.00.

3. Locate the column on the chart headed \$20.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$20.00. Since the carcass cost \$15.00 per 100 pounds then the gross margin is \$5.00 or 25% of the sales or a mark-up differential of $5\frac{1}{4}$ ¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$20.00, porterhouse steak is indicated to retail at $45\frac{1}{4}$ ¢ per pound, but if the general market is $42\frac{1}{4}$ ¢, then a reduction of $\frac{3}{4}$ ¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is $\frac{3}{4}$ ¢ in this case.

$$6.40 \times \frac{3}{4} = 4.80$$

Assuming that plate can be increased in price the figure 19.2¢ is divided by 7.00 which represents the percentage of plate in the carcass.

$$19.2 \div 7.00 = 2.74$$

In other words, the retail price of plate can be increased about $2\frac{3}{4}$ ¢ per pound. By reducing the price of porterhouse steak from $45\frac{1}{4}$ ¢ to $42\frac{1}{4}$ ¢ and increasing the price of plate from 10¢ to $12\frac{3}{4}$ ¢, the total sales receipts will be about the same, namely, \$20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When porterhouse steak is sold at $45\frac{1}{4}$ ¢, sirloin at $34\frac{1}{4}$ ¢, and ground meat at 18¢, the same amount of money would be received if the loin containing kidney and suet was sold at $26\frac{1}{4}$ ¢ per pound, or the loin excluding kidney and suet was sold at $32\frac{3}{4}$ ¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 28¢, then $32\frac{3}{4}$ ¢ - 28¢ = $4\frac{3}{4}$ ¢, the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs \$15.00 per 100 pounds, locate the column headed \$15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices. Example:-

Loin (less kidney and suet)	17.50	X	28¢	=	\$4.90
Round	28.00	X	17	=	3.74
Rib	10.00	X	20	=	2.00
Chuck and shank	27.00	X	14	=	3.78
Plate and brisket	15.00	X	8	=	1.20
Flank	4.50	X	6	=	.27
					<u>\$15.89</u>

The wholesale cost of the cuts at these above prices are equivalent to \$15.89 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$15.00 carcass, plus a \$5.00 mark-up, then the gross margin on these wholesale cut replacements would be \$20.00 - \$15.89 = \$4.11, or the gross margin on the wholesale cut basis is \$.89 less than when the straight carcass is used.

8. Assuming the carcass cost \$15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$15.00. If a \$5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS - U. S. CHOICE GRADE

RETAIL MEAT PRICING CHART

CHICAGO STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Trimmed retail cuts		Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																																			
Name of cut	% of car- case	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Porterhouse steak	6.40	11	14	16	18	20	23	25	27	29	31	34	36	38	40	43	45	47	50	52	54	56	58	61	63	65	68	70	72	74	77	79	81	83	86	88	90
Sirloin steak	7.85	9	10	12	14	15	17	18	20	22	24	26	27	29	31	32	34	36	37	39	41	43	44	46	48	49	51	53	54	56	58	60	61	63	65	66	68
Round steak	11.00	7	9	10	12	14	15	16	18	20	21	22	24	26	27	28	30	32	33	34	36	37	39	40	42	44	45	47	48	50	51	52	54	56	57	58	59
Heel of round	2.55	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	39	40	41	42	44	45
Flank steak	.68	6	8	9	10	11	12	14	15	16	18	19	20	21	22	24	25	26	28	29	30	31	32	34	35	36	38	39	40	41	42	44	45	46	48	49	50
Boneless rump	2.80	7	9	11	12	13	15	17	18	20	21	23	24	25	27	29	30	31	33	35	36	37	39	40	41	42	43	45	47	48	49	51	53	54	55	57	59
Rib roast -1st 5 R.	5.90	7	9	11	12	13	15	17	18	19	21	23	24	25	27	29	30	31	33	35	36	37	39	40	41	42	43	45	47	48	49	51	53	54	55	57	59
Blade roast -2 ribs	3.40	6	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	39	40	41	42	43	44	
Chuck round bone	5.00	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	
Chuck	10.25	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	
Plate	7.00	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	
Brisket-bone in	5.25	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	
Ground meat	4.17	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	
Boneless stew	8.35	5	7	8	10	11	12	13	14	15	16	17	18	19	20	22	23	24	25	26	27	28	29	30	31	32	33	35	36	37	38	39	40	42	44		
and kidney																																					
Wholesale cuts		Approximate average value per pound of untrimmed wholesale cuts based on above retail prices																																			
Handquarter - 1 R. 48.00*	5	7	8	9	10	11	12	14	15	16	17	18	20	21	22	23	24	25	26	28	29	30	31	32	34	35	36	37	38	40	41	42	43	44	45	46	
Lo-in with K & S	21.50	6	8	9	10	11	12	14	15	16	17	18	20	21	22	24	25	26	28	29	30	32	33	34	36	37	38	40	41	42	43	44	45	46	47	49	50
Lo-in less K & S	17.50*	8	10	11	12	13	14	15	16	17	18	19	21	22	23	24	26	27	29	31	32	33	34	41	42	44	46	47	49	50	52	53	54	55	56	57	
Round	22.00	5	7	8	9	10	11	12	13	14	15	16	17	18	20	21	22	23	24	25	26	27	28	30	31	32	33	34	35	37	38	39	40	41	43	44	
Flank	4.50	2	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3		
Rib - 7 ribs	10.00	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	
Chuck & shank	27.00	4	5	5	6	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	
Plate & brisket	15.00	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3		
Forequarter- 12 R. 52.00*	4	5	6	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	
Carcass per 100#	100.00	\$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

8

STEER CARCASS - U. S. GOOD GRADE CHICAGO STYLE OF CUTTING

1. Determine the average wholesale carcass cost per 100 pounds of Good Grade Steer Beef, for which retail prices are to be computed.
2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-

- (a) Wholesale carcass cost \$16.00 per 100 pounds.
- (b) Desired gross margin in percent of sales is 33 1/3%. Therefore, the wholesale cost of the carcass equals 66 2/3% of sales receipts.

$$100\% - 33 \frac{1}{3} = 66 \frac{2}{3}\%$$

$$\$16.00 \div 66 \frac{2}{3} = \$24.00, \text{ the anticipated retail sales return of all the cuts in 100 pounds of carcass.}$$

- (c) If the desired mark-up per pound is 8¢ or \$8.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: \$16.00 + \$8.00 = \$24.00

3. Locate the column on the chart headed \$24.00.

4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$24.00. Since the carcass cost \$16.00 per 100 pounds then the gross margin is \$8.00 or 33 1/3% of the sales or a mark-up differential of 8¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$24.00, porterhouse steak is indicated to retail at 49¢ per pound, but the general market is 47¢, then a reduction of 2¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is 2¢ in this case.

$$6.75 \times 2\text{¢} = 13.5\text{¢}$$

Assuming that chuck steak can be increased in price the figure 13.5¢ is divided by 10.50 which represents the percentage of chuck steak in the carcass.

$$13.5 \div 10.50 = 1.28\text{¢}$$

In other words, the retail price of chuck steak can be increased about 1 1/4¢ per pound. By reducing the price of porterhouse steak from 49¢ to 47¢ and increasing the price of chuck steak from 23¢ to 24 1/4¢, the total sales receipts will be about the same, namely, \$24.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When porterhouse steak is sold at 49¢, sirloin at 40¢, and ground meat at 20¢, the same amount of money would be received if the loin containing kidney and suet was sold at 32 3/4¢ per pound, or the loin excluding kidney and suet was sold at 39 1/2¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 35¢, then 39 1/2¢ - 35¢ = 4 1/2¢, the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs \$16.00 per 100 pounds locate the column headed \$16.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentages of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices.

Example:-

Loin (less kidney and suet)	17.0	X	32 =	5.44
Round	24.0	X	17 =	4.08
Rib	9.5	X	23 =	2.19
Chuck	28.5	X	19 =	5.42
Plate and brisket	14.0	X	8 =	1.12
Flank	4.0	X	8 =	.32
				\$18.57

The wholesale cost of the cuts at the above prices are equivalent to \$18.57 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$16.00 carcass, plus an \$8.00 mark-up, then the gross margin on these wholesale cut replacements would be \$24.00 - \$18.57 = \$5.43, or the gross margin on the wholesale cut basis is \$2.57 less than when the straight carcass is used.

8. Assuming the carcass cost \$16.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$16.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$16.00. Then if an \$8.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$24.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS - U. S. GOOD GRADE

RETAIL MEAT PRICING CHART

CHICAGO STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Name of cut	% of carcass	Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																	
		10	12	14	16	18	21	23	25	27	29	31	33	35	37	39	41	43	45
Porterhouse steak	6.75	10	12	14	16	18	21	23	25	27	29	31	33	35	37	39	41	43	45
Sirloin steak	8.00	8	10	12	13	15	17	19	20	22	23	25	27	29	30	32	34	35	37
Round steak	12.50	7	9	10	12	13	15	16	18	19	21	22	24	25	27	28	30	31	33
Roast of round	3.00	6	7	8	9	10	11	12	13	14	15	17	18	19	20	21	22	23	24
Flank steak	6.65	6	8	9	10	11	13	14	15	17	18	20	22	23	24	26	27	28	29
Boneless rump	3.00	7	8	9	11	12	14	15	16	18	19	20	22	23	24	26	27	29	30
Rib - 1st 5 ribs	5.75	7	8	10	11	13	14	16	17	19	20	21	23	24	25	27	28	30	31
Blade roast-2 ribs	3.25	6	7	8	9	11	12	13	14	15	16	18	19	20	21	22	23	25	26
Chuck-round bone	5.10	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22
Chuck	10.50	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22
Plate	7.00	3	3	4	4	5	5	6	6	7	7	8	8	9	10	10	11	12	12
Briquet-bone in	5.00	4	4	5	5	6	6	7	7	8	8	9	10	11	11	12	13	13	14
Ground meat	3.85	4	5	6	6	7	7	8	8	9	10	11	12	13	13	14	15	16	17
Boneless stew		4	5	6	6	7	7	8	8	9	10	11	12	13	14	15	16	18	18
and kidney	8.40	5	6	7	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21

82.75

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Wholesale cuts

Halfquarter - 1 E. 48.00*	54	74	84	94	104	124	144	154	164	18	194	204	214	224	244	254	264	274	284
Loin with K & S	20.50	64	84	94	104	124	14	154	164	18	194	204	22	234	244	264	274	284	304
Loin less K & S	17.00*	8	94	114	13	144	164	184	20	214	23	25	264	284	294	314	324	344	364
Round	24.00	54	7	74	94	10	114	124	134	144	16	17	184	194	204	214	23	24	254
Flank	3.50	24	34	44	44	54	6	64	74	74	84	94	94	10	104	114	12	124	134
Rib - 7 ribs	9.50	64	74	84	94	114	124	14	15	164	174	184	194	214	224	24	244	26	274
Chuck & shank	28.50	4	44	54	64	7	74	84	9	10	104	114	124	13	134	144	154	164	17
Plate & briquet	14.00	34	44	44	54	54	64	74	74	84	9	94	10	11	11	12	13	13	14
Forequarter-12 R.	52.00*	44	44	54	64	74	8	9	94	104	114	124	13	134	144	154	164	174	184
Carcass per 100#	100.00	45	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

STEER CARCASS - U. S. MEDIUM GRADE CHICAGO STYLE OF CUTTING

23

1. Determine the average wholesale carcass cost per 100 pounds of Medium Grade Steer Beef, for which retail prices are to be computed.
2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-
 (a) Wholesale carcass cost \$14.00 per 100 pounds.
 (b) If the desired gross margin in percent of sales is 30% then the wholesale cost of the carcass equals 70% of the sales receipts.
 $100\% - 30 = 70\%$
 $\$14.00 \div 70 = \20.00 , the anticipated retail sales return of all the cuts in 100 pounds of carcass.
 (c) If the desired mark-up per pound is 6¢ or \$6.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $\$14.00 + \$6.00 = \$20.00$
3. Locate the column on the chart headed \$20.00.
4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$20.00. Since the carcass cost \$14.00 per 100 pounds then the gross margin is \$6.00 or 30% of the sales or a mark-up differential of 6¢ per pound based on carcass weight.
5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$20.00, porterhouse steak is indicated to retail at 40¢ per pound, but if the general market is 37¢, then a reduction of 3¢ on porterhouse is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the porterhouse steak is multiplied by the reduction, which is 3¢ in this case.

Assuming that chuck steak can be increased in price the figure 21.3¢ is divided by 10.94 which represents the percentage of chuck steak in the carcass.
 $7.10 \times 3\% = 21.30\%$
 $21.3 \div 10.94 = 1.95\%$

In other words, the retail price of chuck steak can be increased about 2¢ per pound. By reducing the price of porterhouse steak from 40¢ to 37¢ and increasing the price of chuck steak from 19¢ to 21¢, the total sales receipts will be about the same, namely, \$20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When porterhouse steak is sold a 40¢ and sirloin at 36¢ and ground meat at 16¢, the same amount of money would be received if the loin containing kidney and suet was sold at 31 1/2¢ per pound or the loin excluding kidney and suet was sold at 36¢ per pound. If the replacement value of a trimmed loin (less kidney and suet) is 30¢, then $36\% - 30\% = 6\%$ the gross margin per pound derived from the replacement loin. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs \$14.00 per 100 pounds locate the column headed \$14.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices. Example:-

Loin (less kidney and suet)	17.0 X 28 = 4.76
Round	25.5 X 17 = 4.34
Rib	9.0 X 20 = 1.80
Chuck and shank	30.0 X 12 = 3.60
Plate and brisket	13.0 X 8 = 1.04
Flank	3.0 X 8 = .24
	\$15.78

The wholesale cost of the cuts at the above prices are equivalent to \$15.78 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$14.00 carcass, plus a \$6.00 mark-up, then the gross margin on these wholesale cut replacements would be \$20.00 - \$15.78 = \$4.22, or the gross margin on the wholesale cut is \$1.78 less than when the straight carcass is used.

8. Assuming the carcass cost \$14.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$14.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$14.00. If a \$6.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

STEER CARCASS - U. S. MEDIUM GRADE

RETAIL MEAT PRICING CHART

CHICAGO STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail beef cuts

Trimmed retail cuts		Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired margin																																				
Name of cut	% of carcass	4	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Porterhouse steak	7.10		10	12	14	16	18	20	22	24	26	28	30	32	34	36	38	40	42	44	46	48	50	52	54	56	58	60	62	64	66	68	70	72	74	76	78	80
Sirloin steak	8.40		9	11	13	14	16	18	20	22	23	25	27	29	31	32	34	36	38	40	41	43	45	47	49	50	52	54	56	58	59	61	63	65	67	68	70	72
Round steak	13.20		7	8	9	11	12	13	14	16	17	19	20	22	23	24	26	27	28	30	31	32	34	35	36	38	39	40	41	42	44	45	47	49	51	53	54	56
Beef of round	3.60		5	6	8	9	10	11	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	33	34	35	36	37	38	39	40	41	42	
Flank steak	.60		6	8	9	10	12	13	14	15	16	18	19	20	21	23	24	25	26	28	29	30	31	32	34	35	36	38	39	40	41	42	44	45	46	48	49	50
Boneless rump	3.40		6	7	8	9	11	12	13	14	16	17	18	19	20	22	23	24	25	26	27	29	30	31	32	34	35	36	37	38	39	41	42	43	44	46	47	48
Rib roast lot 5 R.	5.50		6	7	8	9	11	12	13	14	16	17	18	19	20	22	23	24	25	26	27	29	30	31	33	34	35	36	37	38	39	41	42	43	44	46	47	48
Blade roast-2 ribs	3.10		5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Chuck round bone	5.25		5	6	7	8	9	10	11	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41
Chuck	10.94		5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Plate	6.90		2	3	4	4	5	5	6	7	7	8	8	9	9	10	11	11	12	13	13	14	14	15	15	16	17	18	19	20	21	22	23	24	25	26	27	28
Brisket-bone in	4.65		3	4	4	4	5	5	6	7	7	8	8	9	10	11	11	12	13	13	14	14	15	15	16	16	17	18	19	20	21	22	23	24	25	26	27	28
Ground meat	3.75		4	5	6	6	7	8	9	10	11	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37
Boneless stew	9.25		5	6	7	8	9	10	11	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	
and kidney																																						

Wholesale cuts		Approximate average value per pound of untrimmed wholesale cuts based on above retail prices																																			
Handquarter -1 R.	48.00*	64	74	84	10	114	124	134	15	16	174	184	20	214	224	234	29	264	274	284	294	314	324	334	35	364	374	384	394	41	424	434	444	46	474	484	50
Loin with K & S	19.50	74	94	114	124	14	154	174	19	204	22	234	254	27	284	30	314	334	344	36	374	394	41	424	44	454	474	49	504	52	534	554	57	584	594	614	63
Loin less K & S	17.00*	9	11	13	144	164	18	20	22	234	254	27	29	31	324	344	36	38	40	414	434	454	47	49	504	524	544	564	58	594	614	634	654	67	684	704	724
Round	25.50	54	64	74	84	94	104	11	124	134	144	154	17	174	184	20	21	214	23	24	25	264	27	28	294	304	31	32	33	344	354	36	364	384	394	41	414
Flank	3.00	44	54	64	7	8	84	94	10	104	114	124	14	144	154	164	17	174	184	194	204	214	22	23	24	244	26	264	274	284	29	30	31	314	324	33	34
Rib - 7 ribs	9.00	54	64	74	84	94	104	114	124	14	15	154	164	174	184	194	204	214	224	23	244	254	264	274	29	30	31	32	33	34	35	364	374	384	394	404	414
Chuck & flank	30.00	4	44	54	64	7	74	84	94	104	11	114	124	13	134	144	154	16	164	174	184	194	20	204	214	224	23	234	244	254	264	274	28	284	29	294	304
Plate & brisket	13.00	24	34	4	44	5	54	64	74	74	74	84	94	104	104	114	124	134	14	144	15	154	164	174	184	194	194	204	21	214	224	23	24	254	264	274	284
Forequarter -12R.	52.00*	34	44	54	64	7	8	84	94	104	104	114	124	13	14	144	154	164	164	174	184	194	20	21	214	224	234	24	244	254	264	274	28	284	294	30	304
Carcass per 100#	100.00	\$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40

* Not included in total.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

21

LAMB CARCASS - U. S. CHOICE GRADE STANDARD STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Choice Grade Lamb carcass, for which retail prices are to be computed.
2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-
 - (a) Wholesale carcass cost \$15.00 per 100 pounds
 - (b) If the desired gross margin in percent of sales is 25%, then the wholesale cost of the carcass will equal 75% of sales receipts.
 $100\% - 25 = 75\%$
 $\$15.00 \div 75 = \20.00 , the anticipated retail sales return of all the cuts in 100 pounds of carcass.
 - (c) If the desired mark-up per pound is 5¢ or \$5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $\$15.00 + \$5.00 = \$20.00$
3. Locate the column on the chart headed \$20.00.
4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$20.00. Since the carcass cost \$15.00 per 100 pounds then the gross margin is \$5.00 or 25% of the sales or a mark-up differential of 5¢ per pound based on carcass weight.
5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$20.00, leg of lamb is indicated to retail at 22¢ per pound, but if the general market is 20¢, then a reduction of 2¢ on the leg is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the leg is multiplied by the reduction, which is 2¢ in this case.
 $32.75 \times 2\% = 65.5\%$
Assuming that loin chops can be increased in price the figure 65.5¢ is divided by 11.50 which represents the percentage of loin chops in the carcass.
 $65.5\% \div 11.50 = 5.7\%$
In other words, the retail price of loin chops can be increased 5.7¢ per pound. By reducing the price of the leg from 22¢ to 20¢ and increasing the price of loin chops from 35¢ to 41¢, the total sales receipts will be about the same, namely, \$20.00.
6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When square chuck, neck on, is sold at 16¢ and stew at 8¢, the same amount of money would be received if the short forequarter (square chuck, neck on, shank and brisket) was sold at 14¢ per pound. If the replacement value of a short forequarter is 9¢, then $14\% - 9\% = 5\%$, the gross margin per pound derived from the replacement short forequarter. The same procedure may be followed for the other wholesale cuts.
7. To determine the replacement cost of cuts when a carcass costs \$15.00 per 100 pounds locate the column headed \$15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices.
Example: -

Loin (with kidney and net)	17.25	X	20	=	\$ 3.45
Leg	32.75	X	17	=	5.57
Ribs or rack	12.25	X	23	=	2.82
Buttle	37.75	X	10	=	3.78
					<u>\$15.62</u>
8. The wholesale cost of the cuts at the above prices are equivalent to \$15.62 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$15.00 carcass, plus a \$5.00 mark-up, then the gross margin on these wholesale cut replacements would be \$20.00 - \$15.62 = \$4.38, or the gross margin on the wholesale cut basis is 62¢ less than when the straight carcass is used.
9. Assuming the carcass cost \$15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$15.00. If a \$5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

LAMB CARCASS- U. S. CHOICE GRADE
Medium weight

RETAIL MEAT PRICING CHART

STANDARD STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail lamb cuts

Trimmed retail cuts		Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																																			
Name of cut	% of carcass	5.00	6.00	7.00	8.00	9.00	10.00	11.00	12.00	13.00	14.00	15.00	16.00	17.00	18.00	19.00	20.00	21.00	22.00	23.00	24.00	25.00	26.00	27.00	28.00	29.00	30.00	31.00	32.00	33.00	34.00	35.00	36.00	37.00	38.00	39.00	40.00
Loin chop less flank K & S	11.50	9	11	12	15	17	18	20	22	23	25	27	29	31	32	34	35	38	40	42	43	45	47	49	50	52	55	56	58	59	61	63	65	67	68	70	72
Rib chop-8 rib cut	12.25	8	10	11	12	14	15	17	19	20	21	23	24	26	27	28	30	32	33	35	36	37	39	41	42	44	45	46	48	49	51	52	54	56	57	58	60
Legs -long cut	32.75	6	7	8	9	10	11	12	13	14	16	17	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	39	40	41	42	43	44
Square chuck-neck on-4 ribs	23.75	3	4	5	6	6	8	8	9	10	10	11	12	13	14	15	16	16	17	18	19	19	20	20	22	22	23	24	25	26	27	27	27	28	29	30	30
Stew 1/	16.00	2	2	3	3	4	4	5	5	6	6	6	6	6	7	8	8	9	9	9	10	10	10	11	11	12	12	13	13	14	14	14	15	15	16	17	18

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Loin with flank K & S	17.25	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50				
Rack - 8 rib cut	12.25	8	10	11	12	14	15	17	19	20	21	23	24	26	27	28	30	32	33	35	36	37	39	41	42	44	45	46	48	49	51	52	54	55	56	57	58	59	60											
Legs - long cut	32.75	6	7	8	9	10	11	12	13	14	16	17	18	19	20	21	22	23	24	25	26	28	29	30	31	32	33	34	35	36	37	39	40	41	42	43	44													
Rattle- fore- quarter less rack	37.75	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50
Hindquarter -1 rib	50.00	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50				
Forequarter -12 ribs	50.00	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50		
Long hindquarter 9 ribs	68.50	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50				
Short forequarter 4 ribs	31.50	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50
Rack-loin and bracelet	35.75	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50				
Bracelet-truck and breast	18.50	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50				
Carcass per 100#	100.00	\$5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50			

* New includes breasts, briskets, shanks and flanks.

° Not included in total.

** Short forequarter includes square chuck neck on, shanks and briskets.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

28

LAMB CARCASS - U. S. GOOD GRADE STANDARD STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Good Grade Lamb carcass, for which retail prices are to be computed.
2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-
 - (a) Wholesale carcass cost is \$15.00 per 100 pounds.
 - (b) If the desired gross margin in percent of sales is 25%, then the wholesale cost of the carcass will equal 75% of sales receipts.
 $100\% - 25 = 75\%$
 $\$15.00 \div 75 = \20.00 , the anticipated retail sales return of all the cuts in 100 pounds of carcass.
 - (c) If the desired mark-up per pound is 5¢ or \$5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return; $\$15.00 + \$5.00 = \$20.00$
3. Locate the column on the chart headed \$20.00.
4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$20.00. Since the carcass cost \$15.00 per 100 pounds then the gross margin is 25% or 25¢ of the sales or a mark-up differential of 5¢ per pound based on carcass weight.
5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$20.00, leg of lamb is indicated to retail at 22¢ per pound, but if the general market is 20¢, then a reduction of 2¢ on the leg is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the leg is multiplied by the reduction, which is 2¢ in this case.

Assuming that loin chops can be increased in price, the figure 67.5¢ is divided by 11.25 which represents the percentage of loin chops in the carcass.

$$67.5 \div 11.25 = 6$$

In other words, the retail price of loin chops must be increased 6¢ per pound. By reducing the price of the leg from 22¢ to 20¢ and increasing the price of loin chops from 34¢ to 40¢, the total sales receipts will be the same, namely \$20.00.
6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:

When square chuck, neck on, is sold at 18¢ and stew at 7¢, the same amount of money would be received if the short forequarter (square chuck, neck on, shank and brisket) was sold at 15 1/4¢ per pound. If the replacement value of a short forequarter is 11¢, then $15 \frac{1}{4} - 11 = 4 \frac{1}{4}$, the gross margin per pound derived from the replacement short forequarter. The same procedure may be followed for the other wholesale cuts.
7. To determine the replacement cost of cuts when a carcass cost \$15.00 per 100 pounds locate the column headed \$15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices.

Example:

Loin (with kidney and suet)	16.25 x 20 = \$3.25
Leg	33.75 x 17 = 5.74
Ribs and rack	11.25 x 23 = 2.59
Battle	36.75 x 10 = 3.68
	\$15.46
8. Assuming the carcass cost \$15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$15.00. If a \$5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

LAMB CARCASS - U. S. GOOD GRADE
Medium weight

RETAIL MEAT PRICING CHART

STANDARD STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail lamb cuts

Name of cut	% of carcass	Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																			
		9	10	12	14	15	17	19	20	22	24	26	27	29	31	32	34	36	38	39	41
Loin chop less flank 1/2 lb	11.25	9	10	12	14	15	17	19	20	22	24	26	27	29	31	32	34	36	38	39	41
Rib chops - 8 rib	11.25	7	8	9	11	12	14	15	17	18	20	21	22	24	25	27	28	29	30	32	33
Legs, long cut	33.75	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26
Square chuck - neck on-4 ribs	25.25	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Stew (1)	15.00	1	2	3	4	4	4	4	5	5	5	5	6	6	6	7	7	8	8	9	9
	96.50																				

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Name of cut	% of carcass	Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																			
		9	10	12	14	15	17	19	20	22	24	26	27	29	31	32	34	36	38	39	41
Loin with flank 1/2 lb	16.25	6	7	8	10	10	12	13	14	15	17	18	19	20	22	23	24	25	27	28	30
Back - 8 rib cut	11.25	7	8	9	11	12	14	15	17	18	20	21	22	24	25	27	28	29	30	32	33
Legs - long cut	33.75	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26
Buttle - fore-quarter less rack	36.75	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22
Hind saddle - 1 rib	50.00	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25	26
Fore saddle - 12 ribs	50.00	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Long hind saddle 9 ribs	66.50	5	6	7	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24	25
Short forequarter 4 ribs	33.50	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22
Back - loin and bracelet	32.75	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
Bracelet - rack and breast	16.50	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
Carcass per 100 lb	100.00	95	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24

(1) Stew includes breasts, briskets, shanks and flanks.
* Not included in total.
** Short forequarter includes square chuck neck on, shanks and briskets.

DIRECTIONS FOR USING RETAIL MEAT PRICING CHART

28

LAMB CARCASS - U. S. MEDIUM GRADE STANDARD STYLE OF CUTTING

1. Determine average wholesale carcass cost per 100 pounds of Medium Grade Lamb carcass, for which retail prices are to be computed.
2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. Example:-
 - (a) Wholesale carcass cost is \$15.00 per 100 pounds.
 - (b) If the desired gross margin in percent of sales is 25%, then the wholesale cost of the carcass equals 75% of sales receipts.

$$100\% - 25 = 75\%$$

$$\$15.00 \div 75 = \$20.00$$
, the anticipated retail sales return of all the cuts in 100 pounds of carcass.
 - (c) If the desired mark-up per pound is 5¢ or \$5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return; \$15.00 + \$5.00 = \$20.00
3. Locate the column on the chart headed \$20.00.
4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$20.00. Since the carcass cost \$15.00 per 100 pounds then the gross margin is \$5.00, or 25% of the sales or a mark-up differential of 5¢ per pound based on carcass weight.

5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$20.00, leg of lamb is indicated to retail at 24¢ per pound, but if the general market is 22¢, then a reduction of 2¢ on the leg is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the leg is multiplied by the reduction, which is 2¢ in this case.

Assuming that loin chops can be increased in price, the figure 69¢ is divided by 10.50 which represents the percent of loin chops in the carcass.

$$69 \div 10.50 = 6.6\%$$

In other words, the retail price of loin chops must be increased 6.6¢ per pound. By reducing the price of the leg from 24¢ to 22¢ and increasing the price of loin chops from 34¢ to 41¢, the total sales receipts will be about the same, namely \$20.00.

6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. Example:-

When square chuck, neck on, is sold at 16¢ and stew at 6¢, the same amount of money would be received if the short forequarter (square chuck, neck on, shank and brisket) was sold at 13¢ per pound. If the replacement value of a short forequarter is 9¢, then $13 \frac{1}{2} \div 9 = 1 \frac{1}{2}$, the gross margin per pound derived from the replacement short forequarter. The same procedure may be followed for the other wholesale cuts.

7. To determine the replacement cost of cuts when a carcass costs \$15.00 per 100 pounds locate the column headed \$15.00 and the price shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut prices.

Example:

Leg	14.50 X 20 = 2.90
Loin (with kidney and suet)	34.50 X 18 = 6.21
Ribs and rack	10.25 X 20 = 2.05
Buttle	40.75 X 10 = 4.08
	\$15.24

The wholesale cost of the cuts at the above prices are equivalent to \$15.24 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$15.00 carcass, plus a \$5.00 mark-up, then the gross margin on these wholesale cut replacements would be \$20.00-\$15.24 = \$4.76, or the gross margin on the wholesale cut basis is 24¢ less than when the straight carcass is used.

8. Assuming the carcass cost \$15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$15.00. If a \$5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

LAMB CARCASS - U. S. MEDIUM GRADE
Medium weight

RETAIL MEAT PRICING CHART

STANDARD STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail lamb cuts

Name of cut	% of carcass	Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																							
		8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8	8
Loin chop less flank 1/2 & 3	10.50	9	10	12	14	15	17	19	20	22	24	25	27	29	30	32	34	36	38	39	41	42	44	46	48
Rib chops - 8 ribs	10.25	7	8	10	11	12	14	16	17	18	20	21	23	24	25	27	28	30	31	32	34	35	37	38	40
Legs - long cut	34.50	6	7	8	10	11	12	13	14	16	17	18	19	20	22	23	24	25	26	28	29	30	31	32	34
Square chuck - neck on 1/2 ribs	27.25	4	5	6	7	8	9	10	10	11	12	13	14	15	16	17	18	18	19	20	21	22	22	23	24
Stew 1/2	14.75	1	2	2	2	3	3	3	4	4	4	4	5	5	5	6	6	6	7	7	7	8	8	8	9
Wholesale cuts	97.25	Approximate average value per pound of untrimmed wholesale cuts based on above retail prices																							
Loin with flank 1/2 & 3	14.50	6	7	8	10	11	12	13	14	14	16	17	18	20	21	23	24	25	27	28	29	30	31	33	34
Back - 8 rib cut	10.25	7	8	10	11	12	14	16	17	18	20	21	23	24	25	27	28	30	31	32	34	35	37	38	40
Legs - long cut	34.50	6	7	8	10	11	12	13	14	16	17	18	19	20	22	23	24	25	26	28	29	30	31	32	34
Rattle - fore-quarter less rack	40.75	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	27
Hindside - 1 rib	49.00	6	7	8	10	11	12	13	14	16	17	18	19	20	22	23	24	25	26	28	29	30	31	32	34
Foremiddle - 12 ribs	51.00	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	27
Long hindside	63.50	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
Short forequarter 1/2 ribs	36.50	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	27
Back - loin and bracelet	29.00	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29
Bracelet - rack and breast	14.50	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28
Carcass per 100#	100.00	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	101	102	103	104	105	106	107	108

1/2 Stew includes breasts, briskets, shanks and flanks.

2/2 Not included in total.

3/2 Short forequarter includes square chuck neck on, shanks and briskets.

VEAL CARCASS - U. S. GOOD GRADE STANDARD STYLE OF CUTTING

36

1. Determine average wholesale carcass cost per 100 pounds of Good Grade Veal carcass less skin, for which retail prices are to be computed. If the veal carcass is purchased with skin on, the skin represents about 10 percent of the total weight. To ascertain the cost of the carcass less the skin, which is the other 90 percent, the market value of the skin (10 times market price per pound) is subtracted from the amount paid for 100 pounds of carcass with skin on. The remainder divided by 90 will give the cost per pound of the carcass less the skin.
2. Determine the necessary or desired gross margin, either in percentage or actual mark-up per pound on a carcass basis. *Example:-*
 - (a) Wholesale carcass cost \$15.00 per 100 pounds.
 - (b) If the desired gross margin in percent of sales is 25%, then the wholesale cost of the carcass equals 75% of sales receipts.
 $100\% - 25 = 75\%$
 $\$15.00 \div 75 = \20.00 , the anticipated retail sales return of all the cuts in 100 pounds of carcass.
 - (c) If the desired mark-up per pound is 5¢ or \$5.00 per 100 pounds of carcass weight, then the sum of the wholesale cost and the mark-up equals the expected sales return: $\$15.00 + \$5.00 = \$20.00$
3. Locate the column on the chart headed \$20.00.
4. The prices in this column indicate the selling price of each cut as listed on the chart. If each cut is retailed at the indicated prices, the total retail sales receipts should amount to \$20.00. Since the carcass cost \$15.00 per 100 pounds, then the gross margin is \$5.00 or 25% of the sales or a mark-up differential of 5¢ per pound based on carcass weight.
5. If some of the retail prices are out of line with the general retail market, adjustments are made as follows:

Under the column where the expected sales receipts are \$20.00, outlet is indicated to retail at 40¢ per pound, but if the general market is 36¢, then a reduction of 4¢ on the outlet is necessary. To correct for this necessary reduction, yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments, the percentage figure opposite the outlet is multiplied by the reduction, which is 4¢ in this case.

Assuming that loin chops can be increased in price, the figure 28¢ is divided by 7.50 which represents the percent of loin chops in the carcass.

$$28\% \div 7.50 = 3.73\%$$

In other words, the retail price of loin chops can be increased 3.73¢ per pound. By reducing the price of the outlet from 40¢ to 36¢, and increasing the price of loin chops from 36¢ to 39¢, the total sales receipts will be about the same, namely, \$20.00.
6. The second section of the chart indicates the value per pound of the untrimmed wholesale cuts based upon the retail sale receipts, when the cuts derived from the wholesale cut are sold at the indicated retail prices. *Example:-*

When outlet is sold at 40¢, rump at 20¢, and boneless stew at 22¢, the same amount of money would be received if the leg with rump was sold at 24¢ per pound. If the replacement value of the leg is 20¢, then 24¢ - 20¢ = 4¢, the gross margin per pound derived from the replacement leg with rump. The same procedure may be followed for the other wholesale cuts.
7. To determine the replacement cost of cuts when a carcass costs \$15.00 per 100 pounds locate the column headed \$15.00 and the prices shown in that column for each wholesale cut indicates the replacement cost of that cut. If these prices are not in line with the general wholesale market, then multiply the percentage of each wholesale cut in the carcass by the actual wholesale cost of the cut. The sum of these values is the carcass cost based on actual wholesale cut price.

Example:-

Loin (with kidney and suet)	10.00 X 20 = \$ 2.00
Leg with rump	39.00 X 15 = 7.20
Ribs or rack	7.50 X 20 = 1.50
Chuck	43.50 X 10 = 4.35
	<u>\$15.05</u>
8. The wholesale cost of the cuts at the above prices are equivalent to \$15.05 for 100 pounds of carcass. If the retail cuts from these wholesale cuts are then sold at the same retail prices as for a \$15.00 carcass, plus a \$5.00 mark-up, then the gross margin on these wholesale cut replacements would be \$20.00 - \$15.05 = \$4.95, or the gross margin on the wholesale cut basis is 5¢ less than when the straight carcass is used.
9. Assuming the carcass cost \$15.00 and that the general wholesale cut market is the same as the wholesale prices listed in the column headed \$15.00, then all trimmed retail cuts would have an actual cost as indicated by the figures in the column headed \$15.00. If a \$5.00 margin is desired, all of the cuts should be sold at the retail prices in the column headed \$20.00. The difference between the individual retail prices for each cut indicates the gross margin per pound for each trimmed retail cut.

VEAL CARCASS - U. S. GOOD GRADE
Skin or hide off

DETAIL MEAT PRICING CHART

STANDARD STYLE OF CUTTING
Directions on opposite page

Cents per pound for trimmed retail veal cuts

Name of cut	% of carcass	Wholesale carcass cost per 100 pounds, or wholesale carcass cost plus desired gross margin																			
		8	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23
Outlet-round bone	14.00	10	12	14	16	18	20	22	24	26	28	30	32	34	36	38	40	42	44	46	48
Loin chop - 1 rib	7.50	7	9	10	12	14	15	16	18	19	21	22	24	25	27	28	30	32	33	35	36
Rump - bone in	14.50	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
Rib chop - 8 ribs	7.50	5	6	7	8	9	10	12	13	14	15	17	18	19	20	22	23	24	25	26	28
Shoulder - 4 ribs	21.25	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
Neck - bone in	5.00	2	2	3	3	4	4	4	5	5	6	6	7	7	7	8	8	9	9	10	11
Breast	11.75	3	4	4	5	5	6	7	7	8	8	9	9	10	10	11	12	12	13	13	14
Boneless stew 2/	6.75	6	6	6	8	8	9	10	11	12	13	14	15	16	18	19	20	21	22	23	24
	85.25																				

When shoulder blade and shank are lifted the following prices are used for the shoulder cuts

Shoulder blade and shank $\frac{3}{4}$	16.75	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Under cut shoulder $\frac{1}{4}$ ribs	7.00	3	4	5	5	6	6	7	8	9	9	10	11	11	12	13	13	14	15	15	16	17	17	18	19	20	20	21	22	22	23	24	24	25	25	26	27
Neck - bone in	5.00	2	2	3	3	4	4	4	4	5	5	6	6	6	7	7	7	7	8	8	8	9	10	10	11	11	11	12	12	12	13	14	14	15	16	16	16

Wholesale cuts

Approximate average value per pound of untrimmed wholesale cuts based on above retail prices

Halfquarter 1 rib	49.00*	6	7	8	9	11	12	13	14	15	16	18	19	20	21	22	24	25	26	27	28	30	31	32	33	35	36	37	38	39	40	42	43	44	45	47	48	
Leg with rump 4/	39.00	6	7	8	9	10	12	13	14	15	16	18	19	20	21	23	24	25	26	27	28	30	31	32	33	35	36	37	38	39	40	42	43	44	45	46	48	
Loin 1 rib with I & 3	10.00	6	7	8	9	11	12	13	14	15	17	18	19	20	22	23	24	25	26	27	28	29	30	31	33	34	35	36	37	38	39	41	42	43	45	46	47	48
Back - 8 ribs	7.50	6	7	8	9	10	12	13	14	15	17	18	19	20	22	23	24	25	26	28	29	30	31	32	33	35	36	37	38	40	41	42	43	44	45	47	48	
Chuck forequarter less rack	43.50	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	38	39	40
Forequarter-12 ribs	51.00*	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40
Carcass per 100#	100.00	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	

- 1/ Kidney and suet removed.
- 2/ Lean meat from fore and hind shanks and flank.
- 3/ Shank is sold with shoulder blade reducing stew meat to 4.75%.
- 4/ Rump and loin are separated at hip bone.
- 5/ Not included in total.

DIRECTIONS FOR USING WHOLESALE PORK PRICING CHART

LIVE HOG - U. S. CHOICE GRADE - LARD TYPE - STANDARD STYLE OF CUTTING

1. Determine average live cost per 100 pounds of Choice Grade Lard Type Hog, for which wholesale prices are to be computed.
2. If a tax is being levied this should be added to the cost price for 100 pounds live weight.
3. Determine the necessary or desired gross margin in dollars per 100 pounds of live weight. This gross margin should be sufficient enough to cover all charges for buying, slaughtering, chilling, cutting, packaging, selling, transporting, rendering lard and a net profit. Example:-
 (a) Live hog cost \$8.00 per 100 pounds and there is a levied tax of \$2.25 per 100 pounds, then actual live cost is $\$6.00 + \$2.25 = \$8.25$
 (b) If the desired gross margin or charges for slaughtering, etc., amounts to 75¢ per 100 pounds then the sum of the live cost plus the levied tax and the gross margin equals the expected sales return: $\$8.25 + .75 = \9.00
4. Locate the column on the chart headed \$9.00. The prices in this column indicate the selling price of each wholesale cut or product as listed on the chart.
5. If some of the wholesale prices are out of line with the general wholesale market, adjustments are made as follows: Under the column where the expected sales receipts are \$9.00, fresh regular hams are indicated to sell at 15¢ per pound, but if the general market is 14¢, then a reduction of 3/4¢ on regular fresh hams is necessary. To correct for this necessary reduction yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments the percentage figures opposite the regular fresh ham is multiplied by the reduction which is 3/4¢ in this case.

$$15.30 \times .75 = 10.00$$

$$10.00 \div 8.90 = 1.1234$$
 Assuming that pork loins can be increased in price, the figure 104 is divided by 8.90 which represents the percentage of pork loin in 100 pounds of live hog. In other words, the wholesale price of pork loins is increased 1 1/8¢ per pound. By reducing the price of regular fresh hams from 15¢ to 14 1/8¢ and increasing the price of pork loins from 15 1/4¢ to 16 3/8¢, the total sales receipts will be the same, namely, \$9.00. The same procedure is followed if two or more cuts are out of line with the general wholesale market.
6. If the live hog cost was \$6.25, the levied tax \$2.25, and the necessary gross margin 75¢ per 100 pounds, then the total necessary sales receipts would amount to the sum of these, or \$9.25. In order to determine the necessary selling price for each cut and product, locate the column headed 25¢ and \$9.00. The sum of the prices for each cut or product in these two columns indicates the necessary selling price in order to realize the desired total sales receipts of \$9.25. In the column headed 25¢, S. P. bellies are priced at 1 1/2¢ per pound, and in the column headed \$9.00 the price is 16 1/4¢ per pound; thus the sum of these two prices equals 17 1/4¢, which is the price of S. P. bellies when the total anticipated sales return is \$9.25 per 100 pounds of live hog.
7. If the general wholesale market for each cut and product is the same as the prices for each cut and product in any one column, then the total sales receipts will be the same amount as the figure which heads that particular column. Thus, if the general wholesale market is the same as the prices appearing in the column headed \$10.00, the sales return will be \$10.00. If a levied tax amounts to \$2.25 per 100 pounds and the necessary gross margin is 75¢, the sum of these two charges equals \$3.00. This amount when subtracted from the sales receipts equals the price that can be paid for 100 pounds of live hog. Example:-

$$\$10.00 - \$3.00 = \$7.00$$
 When one or more of the prices in any particular column (the \$10.00 column in this case) do not agree with the general wholesale market, then the following adjustments are made in order to determine the live hog cost based on a given set of wholesale cuts and products market prices. In the column headed \$10.00, pork loins are indicated to sell at 17¢ per pound but the general wholesale market is 16¢ per pound. This reduction of 1¢ is multiplied by the percentage figure opposite the pork loin.

$$8.90 \times 1\% = 8.9\%$$
 This amount of 8.9%, or about 9%, is subtracted from the computed live value of \$7.00 to determine the actual value of the live hog when the general wholesale market quotations were the same, with the exception of pork loins, as the prices appearing in any one column, or the \$10.00 column in this case.

$$\$7.00 - 9\% = \$6.31$$
 The value of 100 pounds of live hog
 When the general wholesale market prices for certain cuts are higher than the prices appearing in any particular column, then the amount which represents the increased value of these higher priced cuts is added to the computed value of the hog in order to determine the actual value of 100 pounds of live hog.

LIVE HOG 1/ - U. S. CHOICE GRADE

WHOLESALE FORT PRICING CHART

STANDARD STYLE OF CUTTING
Directions on opposite page

Cents per pound for wholesale pork carcasses and products

Wholesale cuts		Live hog cost per 100 pounds or live hog cost plus desired gross margin and tax levied																			
Name of cut or product	% of live hog weight	1/3	3/5	1	1 1/5	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10
Carcass 2/	71.30	1/3	3/5	1	1 1/5	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10
Belly S.P. 10-14	11.20	1/2	1	1 1/5	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10	11
Loins 8-12	8.90	1/2	3/4	1 1/5	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10	11
Hams - regular 12-16	13.30	1/2	3/4	1 1/5	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10	11
New York shoulders 10-13	10.75	1/4	1 1/2	1	1 1/5	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10
Joint-square cut 2-3	1.85	1/4	1 1/2	1	1 1/5	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10
Spare ribs half sheet	1.55	1/4	1 1/2	1	1 1/5	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10
Neckbones	.85	1/8	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9
Feet	1.85	1/12	1/6	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8
Tail	.20	1/8	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9
Lean trimmings	2.50	1/4	1 1/2	1	1 1/5	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10
Liver	1.40	1/12	1/6	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8
Heart	.25	1/8	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9
Kidney	.20	1/8	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9
Head 1/	4.60	1/12	1/6	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8
Lard 5/	15.53	1/8	1/2	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10	11
Live hog per 100 pounds		\$.25	.50	.75	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	3 1/2	4	5	6	7	8	9	10

1/ Lard type. -Average live weight 150-250 pounds; average dressed weight 125-180 pounds. Thickness of back fat 1 1/2 - 2 inches.

2/ Leaf fat and kidney cut; head and ham facings off.

3/ New York skinned shoulder 1 1/2 ribs.

4/ Untrimmed -tongue and brain included.

5/ Percentage fat yield -fat backs 9.75; leaf fat 2.15; scrap leaf .15; corn fat .50; ham facings .30 and fat trimmings 7.35.

DIRECTIONS FOR USING WHOLESALE PORK PRICING CHART

34

LIVE HOG - U. S. CHOICE GRADE - MEAT TYPE - STANDARD STYLE OF CUTTING

1. Determine average live cost per 100 pounds of Choice Grade Meat Type Hog for which wholesale prices are to be computed.
2. If a tax is being levied this should be added to the cost price for 100 pounds live weight.
3. Determine the necessary or desired gross margin in dollars per 100 pounds of live weight. This gross margin should be sufficient enough to cover all charges for buying, slaughtering, chilling, cutting, packaging, selling, transporting, rendering lard and a net profit. Example:-
 - (a) Live hog cost \$5.00 per 100 pounds and there is a levied tax of \$2.25 per 100 pounds, then actual live cost is \$5.00 + \$2.25 = \$7.25
 - (b) If the desired gross margin or charges for slaughtering, etc., amounts to 75¢ per 100 pounds then the sum of the live cost plus the levied tax and the gross margin equals the expected sales return: \$7.25 + 75¢ = \$8.00
4. Locate the column on the chart headed \$9.00. The prices in this column indicate the selling price of each wholesale cut or product as listed on the chart.
5. If some of the wholesale prices are out of line with the general wholesale market, adjustments are made as follows: Under the column where the expected sales receipts are \$9.00, fresh regular hams are indicated to sell at 17½¢ per pound, but if the general market is 14½¢, then a reduction of 3¼¢ on regular fresh hams is necessary. To correct for this necessary reduction yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments the percentage figures opposite the regular fresh ham is multiplied by the reduction which is 3¼¢ in this case.

$13.80 \times 75\% = 10.35\%$
 $10.35 \div 9.95 = 1.04\%$

Assuming that pork loins can be increased in price, the figure 10.35¢ is divided by 9.95, which represents the percentage of pork loin in 100 pounds of live hog.

In other words, the wholesale price of pork loins is increased 1¢ per pound. By reducing the price of regular fresh hams from 17½¢ to 14½¢ and increasing the price of pork loins from 15½¢ to 16½¢, the total sales receipts will be about the same, namely, \$9.00. The same procedure is followed if two or more cuts are out of line with the general wholesale market.
6. If the live hog cost was \$6.25, the levied tax \$2.25, and the necessary gross margin 75¢ per 100 pounds, then the total necessary sales receipts would amount to the sum of these, or \$9.25. In order to determine the necessary selling price for each cut and product locate the column headed 25¢ and \$9.00. The sum of the prices for each cut or product in these two columns indicates the necessary selling price in order to realize the desired total sales receipts of \$9.25. In the column headed 25¢, S. P. bellies are priced at 17½¢ per pound, and in the column headed \$9.00 the price is 17½¢ per pound; thus the sum of these two prices equals 17½¢, which is the price of S. P. bellies when the total anticipated sales return is \$9.25 per 100 pounds of live hog.
7. If the general wholesale market for each cut and product is the same as the prices for each cut and product in any one column, then the total sales receipts will be the same amount as the figure which heads that particular column. Thus, if the general wholesale market is the same as the prices appearing in the column headed \$10.00, the sales return will be \$10.00. If a levied tax amounts to \$2.25 per 100 pounds and the necessary gross margin is 75¢, the sum of these two charges equals \$3.00. This amount when subtracted from the sales receipts equals the price that can be paid for 100 pounds of live hog. Example:-

$\$10.00 - \$3.00 = \$7.00$

When one or more of the prices in any particular column (the \$10.00 column in this case) do not agree with the general wholesale market, then the following adjustments are made in order to determine the live hog cost based on a given set of wholesale cuts and products market prices. In the column headed \$10.00, pork loins are indicated to sell at 17¢ per pound but the general wholesale market is 16¢ per pound. This reduction of 1¢ is multiplied by the percentage figure opposite the pork loin.

$9.95 \times 1\% = 9.95\%$

This amount of 9.95¢, or about 10¢, is subtracted from the computed live value of \$7.00 to determine the actual value of the live hog when the general wholesale market quotations were the same, with the exception of pork loins, as the prices appearing in any one column, or the \$10.00 column in this case.

When the general wholesale market prices for certain cuts are higher than the prices appearing in any particular column, then the amount which represents the increased value of these higher priced cuts is added to the computed value of the hog in order to determine the actual value of 100 pounds of live hog.

LIVE HOG V - V. S. CHOICE GRADE

STUDIO DIGITAL FOR EVERYONE

STANDARD STYLE OF CUTTING
Directions on opposite page

Cents per pound for wholesale pork carcass and products

Wholesale cuts		Live hog cost per 100 pounds or live hog cost plus desired gross margin and tax levied																																	
Name of cut or product	% of live hog weight	lb.	oz.	15.	1.	2.	3.	4.	5.	6.	7.	8.	9.	10.	11.	12.	13.	14.	15.	16.	17.	18.	19.	20.	21.	22.	23.	24.	25.	26.	27.	28.	29.	30.	
Carcass 2/	70.00	1/3	3/4	1	1 1/3	2	4	5	6	8	10	12	13	15	16	17	19	20	21	23	24	25	27	28	29	31	32	34	35	36	37	38	39	40	
Belly S.P. 12-14	10.65	1/2	1	1 1/2	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
Loin 9-12	9.95	1/2	1	1 1/2	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
Bone -regular 13-15	13.80	1/2	1	1 1/2	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	
New York 1/1 shoulder 10-14	11.25	1/4	1/2	1	1 1/2	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
Fore-square cut 1-2	1.50	1/4	1/2	1	1 1/2	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
Spare ribs half sheet	1.70	1/4	1/2	1	1 1/2	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
Neckbone	1.00	1/8	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4	5 1/2	5 3/4	6	6 1/4	6 1/2	6 3/4	7	7 1/4	7 1/2	7 3/4	8	
Feet	2.00	1/12	1/6	1/4	1/3	1/2	2/3	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4	5 1/2	5 3/4	6	6 1/4	6 1/2	6 3/4	7	7 1/4	7 1/2	
Tail	.20	1/8	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4	5 1/2	5 3/4	6	6 1/4	6 1/2	6 3/4	7	7 1/4	7 1/2	7 3/4	8	
Lean trimmings	3.00	1/4	1/2	1	1 1/2	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
Liver	1.40	1/12	1/6	1/4	1/3	1/2	2/3	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4	5 1/2	5 3/4	6	6 1/4	6 1/2	6 3/4	7	7 1/4	7 1/2	
Heart	.25	1/8	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4	5 1/2	5 3/4	6	6 1/4	6 1/2	6 3/4	7	7 1/4	7 1/2	7 3/4	8	
Kidney	.20	1/8	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4	5 1/2	5 3/4	6	6 1/4	6 1/2	6 3/4	7	7 1/4	7 1/2	7 3/4	8	
Head 1/1	4.65	1/8	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4	5 1/2	5 3/4	6	6 1/4	6 1/2	6 3/4	7	7 1/4	7 1/2	7 3/4	8	
Eard 5/1	12.75	1/8	1/2	1	1 1/2	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	
Live hog per 100 pounds		\$.25		-.50	.75	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30

Meat type -average live weight 180-250 pounds -average dressed weight 124-178 pounds. -Thickness of back fat 1 - 1 3/4 inches.

3/27

3/ New York obtained shoulder 1 1/2 ribs.

Untrimmed tongue and brain included.

Percentage of fat yields -fat backs 7.50; loaf fat 2.05; loaf scrap .15; caul fat 5.5; ham fatings .35 and fat trimming 6.30.

DIRECTIONS FOR USING WHOLESALE PORK PRICING CHART

LIVE HOG - U.S. GOOD GRADE STANDARD STYLE OF CUTTING

1. Determine average live cost per 100 pounds of Good Grade Hog for which wholesale prices are to be computed.
2. If a tax is being levied this should be added to the cost price for 100 pounds live weight.
3. Determine the necessary or desired gross margin in dollars per 100 pounds of live weight. This gross margin should be sufficient enough to cover all charges for buying, slaughtering, chilling, cutting, packaging, selling, transporting, rendering lard and a net profit. Example:-
 (a) Live hog cost \$6.00 per 100 pounds and there is a levied tax of \$2.25 per 100 pounds, then actual live cost is $\$6.00 + \$2.25 = \$8.25$
 (b) If the desired gross margin or charges for slaughtering, etc., amounts to 75¢ per 100 pounds then the sum of the live cost plus the levied tax and the gross margin equals the expected sales return: $\$8.25 + 75¢ = \9.00
4. Locate the column on the chart headed \$9.00. The prices in this column indicate the selling price of each wholesale cut or product as listed on the chart.
5. If some of the wholesale prices are out of live with the general wholesale market, adjustments are made as follows: Under the column where the expected sales receipts are \$9.00, regular fresh hams, No. 1 are indicated to sell at 16¢ per pound, but if the general market is 15¢, then a reduction of 1/2¢ on regular fresh hams, No. 1 is necessary. To correct for this necessary reduction yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments the percentage figures opposite the regular fresh ham is multiplied by the reduction which is 1/2¢ in this case.

$$\frac{7.13 \times 1/2}{3.56} = 1.00$$
 Assuming that pork loins can be increased in price, the figure 3.56¢ is divided by 10.25, which represents the percentage of pork loin in 100 pounds of live hog.

$$\frac{3.56}{10.25} = .347$$
 In other words, the wholesale price of pork loins is increased 1/3¢ per pound. By reducing the price of regular fresh hams from 16¢ to 15¢ and increasing the price of pork loins from 16¢ to 16 1/3¢, the total sales receipts will be about the same, namely, \$9.00. The same procedure is followed if two or more cuts are out of line with the general wholesale market.
6. If the live hog cost was \$6.25, the levied tax \$2.25, and the necessary gross margin 75¢ per 100 pounds, then the total necessary sales receipts would amount to the sum of these, or \$9.25. In order to determine the necessary selling price for each cut and product locate the column headed 25¢ and \$9.00. The sum of the prices for each cut or product in these two columns indicates the necessary selling price in order to realize the desired total sales receipts of \$9.25. In the column headed 25¢, S. P. bellies, No. 2 are priced at 1/2¢ per pound, and in the column headed \$9.00 the price is 17¢ per pound; thus the sum of these two prices equals 18¢, which is the price of S. P. bellies when the total anticipated sales return is \$9.25 per 100 pounds of live hog.
7. If the general wholesale market for each cut and product is the same as the prices for each cut and product in any one column, then the total sales receipts will be the same amount as the figure which heads that particular column. Thus, if the general wholesale market is the same as the prices appearing in the column headed \$10.00, the sales return will be \$10.00. If a levied tax amounts to \$2.25 per 100 pounds and the necessary gross margin is 75¢, the sum of these two charges equals \$3.00. This amount when subtracted from the sales receipts equals the price that can be paid for 100 pounds of live hog. Example:-

$$\$10.00 - \$3.00 = \$7.00$$
 When one or more of the prices in any particular column (the \$10.00 column in this case) do not agree with the general wholesale market then the following adjustments are made in order to determine the live hog cost based on a given set of wholesale cuts and products market prices. In the column headed \$10.00, pork loins are indicated to sell at 17¢ per pound but the general wholesale market is 16¢ per pound. This reduction of 1¢ is multiplied by the percentage figure opposite the pork loin.

$$10.25 \times 1\% = .1025$$
 This amount of 17.94¢, or about 18¢, is subtracted from the computed live value of \$7.00 to determine the actual value of the live hog when the general wholesale market quotations were the same, with the exception of pork loins, as the prices appearing in any one column, or the \$10.00 column in this case.

$$\$7.00 - 18¢ = \$6.82$$
 -the value of 100 pounds of live hog
 When the general wholesale market prices for certain cuts are higher than the prices appearing in any particular column, then the amount which represents the increased value of these higher priced cuts is added to the computed value of the hog in order to determine the actual value of 100 pounds of live hog.

LIVE HOG - U. S. GOOD GRADE

WHOLESALE PORK PRICING CHART

STANDARD STYLE OF CUTTING
Directions on opposite page

Cents per pound for wholesale pork carcass and products

Wholesale units		Live hog cost per 100 pounds of live hog cost plus desired gross margin and tax levied																			
Name of cut or product	% of live hog weight	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Carcass 2/	68.60	1/3	2/3	1	1 1/2	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
Belly-No. 1 S.P. 6-12	4.68	1/2	1	1 1/2	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
Belly-No. 2 S.P. 6-12	4.67	1/2	3/4	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4	5 1/2
Loins No. 1 9-12	10.25	1/2	3/4	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4	5 1/2
Hams- No. 1 regular 13-18	7.13	1/2	1	1 1/2	2	2 1/2	3	3 1/2	4	4 1/2	5	5 1/2	6	6 1/2	7	7 1/2	8	8 1/2	9	9 1/2	10
Hams- No. 2 regular 13-18	7.12	1/2	3/4	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4	5 1/2
New York 3/4 shoulder 11-14	11.60	1/4	3/4	1	1 1/2	2	2 1/2	3	3 1/2	4	4 1/2	5	5 1/2	6	6 1/2	7	7 1/2	8	8 1/2	9	10
Jowl-square cut 1-2	1.50	1/4	1/2	3/4	1	1 1/2	2	2 1/2	3	3 1/2	4	4 1/2	5	5 1/2	6	6 1/2	7	7 1/2	8	9	10
Spare ribs half sheet	1.90	1/4	1/2	3/4	1	1 1/2	2	2 1/2	3	3 1/2	4	4 1/2	5	5 1/2	6	6 1/2	7	7 1/2	8	9	10
Neckbones	1.10	1/12	1/4	3/8	1/2	5/8	3/4	7/8	1	1 1/8	1 1/4	1 1/2	1 3/4	1 7/8	2	2 1/8	2 1/4	2 1/2	2 3/4	3	3 1/4
Feet	2.35	1/12	1/4	3/8	1/2	5/8	3/4	7/8	1	1 1/8	1 1/4	1 1/2	1 3/4	1 7/8	2	2 1/8	2 1/4	2 1/2	2 3/4	3	3 1/4
Tail	.25	1/4	1/4	3/8	1/2	5/8	3/4	7/8	1	1 1/8	1 1/4	1 1/2	1 3/4	1 7/8	2	2 1/8	2 1/4	2 1/2	2 3/4	3	3 1/4
Lean trimmings	3.00	1/4	1/2	3/4	1	1 1/2	2	2 1/2	3	3 1/2	4	4 1/2	5	5 1/2	6	6 1/2	7	7 1/2	8	9	10
Liver	1.50	1/12	1/4	3/8	1/2	5/8	3/4	7/8	1	1 1/8	1 1/4	1 1/2	1 3/4	1 7/8	2	2 1/8	2 1/4	2 1/2	2 3/4	3	3 1/4
Heart	.25	1/8	1/4	3/8	1/2	5/8	3/4	7/8	1	1 1/8	1 1/4	1 1/2	1 3/4	1 7/8	2	2 1/8	2 1/4	2 1/2	2 3/4	3	3 1/4
Kidney	.25	1/8	1/4	3/8	1/2	5/8	3/4	7/8	1	1 1/8	1 1/4	1 1/2	1 3/4	1 7/8	2	2 1/8	2 1/4	2 1/2	2 3/4	3	3 1/4
Head	4.85	1/12	1/4	3/8	1/2	5/8	3/4	7/8	1	1 1/8	1 1/4	1 1/2	1 3/4	1 7/8	2	2 1/8	2 1/4	2 1/2	2 3/4	3	3 1/4
Lard 3/4	10.25	1/4	3/4	1	1 1/2	2	2 1/2	3	3 1/2	4	4 1/2	5	5 1/2	6	6 1/2	7	7 1/2	8	9	9 1/2	10
Live hog per 100 pounds		\$.25	.50	.75	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17

1/ Average live weight 180-250 pounds; average dressed weight 122-173 pounds. Thickness of back fat 3/4 - 1 1/2 inches.

2/ Leaf fat and kidney out; head and ham facings off.

3/ New York skinned shoulder 1 1/2 ribs.

4/ Percentage fat yield - fat backs 6.10; leaf fat 1.50; scrap leaf .10; caul fat .40; and fat trimmings 5.75.

DIRECTIONS FOR USING WHOLESALE PORK PRICING CHART
LIVE HOG - U.S. MEDIUM GRADE STANDARD STYLE OF CUTTING

1. Determine average live cost per 100 pounds of Medium Grade Hog for which wholesale prices are to be computed.
2. If a tax is being levied this should be added to the cost price for 100 pounds live weight.
3. Determine the necessary or desired gross margin in dollars per 100 pounds of live weight. This gross margin should be sufficient enough to cover all charges for buying, slaughtering, chilling, cutting, packaging, selling, transporting, rendering lard and a net profit. Example:-
 - (a) Live hog cost \$6.00 per 100 pounds and there is a
levied tax of \$2.25 per 100 pounds, then actual
live cost is \$6.00 + \$2.25 = \$8.25
If the desired gross margin or charges for
slaughtering, etc., amounts to 75¢ per 100 pounds
then the sum of the live cost plus the levied tax
and the gross margin equals the expected sales
return: \$8.25 + 75¢ = \$9.00.
 - (b)
4. Locate the column on the chart headed \$9.00. The prices in this column indicate the selling price of each wholesale cut or product as listed on the chart.
5. If some of the wholesale prices are out line with the general wholesale market, adjustments are made as follows: Under the column where the expected sales receipts are \$9.00, regular fresh hams, No. 2 are indicated to sell at 16¢ per pound, but if the general market is 15½¢, then a reduction of 1/2¢ on regular fresh hams, No. 2 is necessary. To correct for this necessary reduction yet maintain the same total sales receipts, the price of some other cut or cuts must be increased. In making such adjustments the percentage figures opposite the fresh regular ham, No. 2 is multiplied by the reduction which is 1/2¢ in this case.

$$7.13 \times 1/2 = 3.56\frac{1}{2}$$
Assuming that pork loins can be increased in price, the figure 3.56½ is divided by 10.50 which represents the percentage of pork loin in 100 pounds of live hog.

$$3.56\frac{1}{2} \div 10.50 = .339$$
In other words, the wholesale price of pork loins is increased 1/3¢ per pound. By reducing the price of regular fresh hams from 16¢ to 15½¢ and increasing the price of pork loins from 16¢ to 16 1/3¢, the total sales receipts will be about the same, namely, \$9.00. The same procedure is followed if two or more cuts are out of line with the general wholesale market.
6. If the live hog cost was \$6.25, the levied tax \$2.25, and the necessary gross margin 75¢ per 100 pounds, then the total necessary sales receipts would amount to the sum of these, or \$9.25. In order to determine the necessary selling price for each cut and product locate the column headed 25¢ and \$9.00. The sum of the prices for each cut or product in these two columns indicates the necessary selling price in order to realize the desired total sales receipts of \$9.25. In the column headed 25¢, S. P. bellies, No. 2 are priced at 3 1/4¢ per pound, and in the column headed \$9.00 the price is 16½¢ per pound, thus the sum of these two prices equals 17½¢, which is the price of S. P. bellies when the total anticipated sales return is \$9.25 per 100 pounds of live hog.
7. If the general wholesale market for each cut and product is the same as the prices for each cut and product in any one column, then the total sales receipts will be the same amount as the figure which heads that particular column. Thus, if the general wholesale market is the same as the prices appearing in the column headed \$10.00, the sales return will be \$10.00. If a levied tax amounts to \$2.25 per 100 pounds and the necessary gross margin is 75¢, the sum of these two charges equals \$3.00. This amount when subtracted from the sales receipts equals the price that can be paid for 100 pounds of live hog. Example:-

$$\$10.00 - \$3.00 = \$7.00$$
When one or more of the prices in any particular column (the \$10.00 column in this case) do not agree with the general wholesale market then the following adjustments are made in order to determine the live hog cost based on a given set of wholesale cuts and products market prices. In the column headed \$10.00, pork loins are indicated to sell at 17½¢ per pound but the general wholesale market is 16¢ per pound. This reduction of 1½¢ is multiplied by the percentage figure opposite the pork loin.

$$10.50 \times 1\frac{1}{2}\% = 15.37\frac{1}{2}$$
This amount of 15.37½¢, or about 15¢, is subtracted from the computed live value of \$7.00 to determine the actual value of the live hog when the general wholesale market quotations were the same, with the exception of pork loins, as the prices appearing in any one column, or the \$10.00 column in this case.

$$\$7.00 - 15\% = \$6.82$$
When the general wholesale market prices for certain cuts are higher than the prices appearing in any particular column, then the amount which represents the increased value of these higher priced cuts is added to the computed value of the hog in order to determine the actual value of 100 pounds of live hog.

LIVE HOG - U. S. MEDIUM GRADE

WHOLESALE PORK PRICING CHART

STANDARD STYLE OF CUTTING
Directions on opposite page

Cents per pound for wholesale pork carcasses and products

Wholesale cuts		Live hog cost per 100 pounds or live hog cost plus desired gross margin and tax levied																			
Name of cut or product	\$ of live hog weight	1/3	1/2	1/4	1/8	1/16	1/32	1/64	1/128	1/256	1/512	1/1024	1/2048	1/4096	1/8192	1/16384	1/32768	1/65536	1/131072	1/262144	
Carcass 2/	67.40	1/3	1 1/5	2 1/4	5 1/4	7	8 1/4	9 1/4	11 1/4	13 1/4	14	15 1/4	16 1/4	18	19 1/4	21	22 1/4	23 1/4	25	26 1/4	
Belly No. 2 S.P. 8-12	4.65	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Belly No. 3 S.P. 8-12	4.65	1/3	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Loins No. 2 9-13	10.50	1/2	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Hams - regular No. 2 13-18	7.13	1/2	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Hams - No. 3 regular-13-18	7.12	1/2	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
New York 3/ shoulder 11-15	11.90	1/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Jowl -square cut 1-2	1.20	1/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Spare ribs half sheet	2.05	1/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Neckbones	1.25	1/8	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Feet	2.35	1/12	1/8	1/4	1/2	3/4	1	1 1/4	1 1/2	1 3/4	1 7/8	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	
Tail	.25	1/8	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Lean trimmings	3.10	1/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Liver	1.55	1/8	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Heart	.30	1/8	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Kidney	.25	1/8	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Head 4/	5.20	1/8	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Lard 5/	9.20	1/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	4 1/4	4 1/2	4 3/4	
Live hog per 100 pounds		\$.25	.50	.75	1	1 1/4	1 1/2	1 3/4	1 7/8	2	2 1/4	2 1/2	2 3/4	2 7/8	3	3 1/4	3 1/2	3 3/4	3 7/8	4	

1/ Average live weight 150-250 pounds; average dressed weight 121-170 pounds. Thickness of back fat 1/2-1 inch.

2/ Leaf fat and kidney out; head and ham facings off.

3/ New York skinned shoulder 1 1/2 ribs.

4/ Untrimmed tongue and brain included.

5/ Percentage fat yields- fat backs 4.85; leaf fat 1.60; leaf scrap .10; caul fat .50; ham facings .45 and fat trimmings 5.40.

Equivalent mark-up percentages when computed on either cost price or selling price

Cost : price :	Selling : price :	Cost : price :	Selling : price :	Selling : price :	Cost : price :	Selling : price :	Cost : price :
%	%	%	%	%	%	%	%
1	.99	51	33.77	1	1.01	51	104.08
2	1.96	52	34.21	2	2.04	52	108.33
3	2.91	53	34.64	3	3.09	53	112.77
4	3.85	54	35.06	4	4.17	54	117.39
5	4.76	55	35.48	5	5.26	55	122.22
6	5.66	56	35.90	6	6.38	56	127.27
7	6.54	57	36.31	7	7.53	57	132.56
8	7.41	58	36.71	8	8.70	58	138.10
9	8.26	59	37.11	9	9.89	59	143.90
10	9.09	60	37.50	10	11.11	60	150.00
11	9.91	61	37.89	11	12.36	61	156.41
12	10.71	62	38.27	12	13.64	62	163.15
13	11.50	63	38.65	13	14.94	63	170.27
14	12.28	64	39.02	14	16.28	64	177.78
15	13.04	65	39.39	15	17.64	65	185.71
16	13.79	66	39.76	16	19.05	66	194.12
17	14.53	67	40.12	17	20.48	67	203.03
18	15.25	68	40.48	18	21.95	68	212.50
19	15.97	69	40.83	19	23.46	69	222.58
20	16.67	70	41.18	20	25.00	70	233.33
21	17.36	71	41.52	21	26.58	71	244.83
22	18.03	72	41.86	22	28.21	72	257.14
23	18.70	73	42.20	23	29.87	73	270.37
24	19.35	74	42.53	24	31.58	74	284.62
25	20.00	75	42.86	25	33.33	75	300.00
26	20.63	76	43.18	26	35.14	76	316.67
27	21.26	77	43.50	27	36.99	77	334.78
28	21.88	78	43.82	28	38.89	78	354.54
29	22.48	79	44.13	29	40.85	79	376.19
30	23.08	80	44.44	30	42.86	80	400.00
31	23.66	81	44.75	31	44.93	81	426.32
32	24.24	82	45.05	32	47.06	82	455.56
33	24.81	83	45.36	33	49.25	83	488.24
34	25.37	84	45.65	34	51.52	84	525.00
35	25.93	85	45.95	35	53.84	85	566.67
36	26.47	86	46.24	36	56.25	86	614.29
37	27.01	87	46.52	37	58.73	87	669.23
38	27.54	88	46.81	38	61.29	88	733.33
39	28.06	89	47.09	39	63.93	89	809.09
40	28.57	90	47.37	40	66.67	90	900.00
41	29.08	91	47.64	41	69.49	91	1011.11
42	29.58	92	47.92	42	72.41	92	1150.00
43	30.07	93	48.19	43	75.44	93	1328.57
44	30.56	94	48.45	44	78.57	94	1566.67
45	31.03	95	48.72	45	81.82	95	1900.00
46	31.51	96	48.98	46	85.19	96	2400.00
47	31.97	97	49.24	47	88.68	97	3233.33
48	32.43	98	49.49	48	92.31	98	4900.00
49	32.89	99	49.75	49	96.08	99	9900.00
50	33.33	100	50.00	50	100.00		

